SŦ

: is

sta sta

FINANCIALTIMES

EUROPE'S BUSINESS NEWSPAPER

Tuesday April 23 1985

D 8523 B

Greek election set for

World news

Mari 2 195

June 2 Greece is to hold general elections on June 2, after Christos Sartzeta-kis, the country's President, ap-proved the Socialist Government's

request for early polls. The Socialists, whose four-year term ends next October applied to go to the polls early in the wake of a conservative opposition challenge after controversial parliamentary elections which brought Mr Sartzetakis to office last month.

Andreas Papandreou, the Prime Minister, and Constantine Misotakis, conservative leader, will launch their campaigns next Saturday.

Reagan policy talks

U.S. President Ronald Reagan and top White House officials met Republican and Democratic congress-men in a last-minute bid to avoid a politically damaging defeat on Central American policy. Page 4

Security role

Foreign and defence ministers from Western Europe confirmed their desire for a more co-ordinated European role in defence and security.

Appeals rejected

Poland's supreme court rejected appeals by four security police officers FT Ordinary index closed at the convicted in the morder of pro- day's low of 971.8, a fall of 7.2 Gilts Solidarity priest Father Jerzy Po-

Sudan Cabinet

Israelis foll-landing

Israel said its navy third a PLO attempt to land a force stating a ship carrying 28 guernilas. Eight were captured, the rest presumed

Defence poll

A total of 78 per cent of Japanese 14,562bn.

want defence spending kept below SWISS GOVERNMENT says it is the current celling of 1 per cent of willing to negotiate a double that

Landmine kills 28

Twenty-four captured Tamil sepa-ratists and four soldiers were killed when a landmine bliss up their ve-hicle in Sri Lanka's Regimen Prov-

Sidon ceasettre

At least one person was killed and more than Simpured in shelling in Sidon being Christian and Moslem forces began objection of ceasefire.

Army takes control

Siemens bombing

A bomb exploded at the Düsseldorf offices of the Siemen's electronics group, causing damage but no casu-alties

Airport dispute

Flights from Amsterdam's Schiphol airport returned to normal after six days of delays because of unofficial

Villa explosion

An explosion wrecked a villa belonging to Elda Pucci, former may-or of Palermo, Sicily, and campaigner against organised crime. No one was burt

CBS to sue over Turner's \$3bn bid

Susiness summary

No. 29,606

CBS, U.S. broadcasting group, rejected the \$3bn takeover offer by Turner Broadcasting and describ it as "grossly inadequate and detri-mental" to the interests of its shareholders. CBS also said it was suring Turner, alleging misstatements and omissions in the takeover registration. Earlier story, Page 17

Jones industrial average was down 2.87 at 1,263.69. Section IV DOLLAR was firmer in London, rising to DM 3.011 (DM 2.973), FFr 9.195 (FFr 9.08), SwFr 2.4935 (SwFr 2.4705) and Y248.55 (Y247.1). On

WALL STREET: at 2pm the Dow

Bank of England figures the dol-lar's index rose to 143.3 from 142.7. STERLING lost ground to the stronger dollar falling 1.65 cents to \$1.2775. It also declined to SwFr 3.185 (SwFr 3.195) and Y317.5 (Y319.75) but rose to DM 3.8475 (DM

3.845) and FFr 11.77 (FFr 11.7575). The pound's exchange rate index fell 0.2 to 79.3. Page 39 GOLD rose \$1.25 on the London bulion market to \$328.50. It was also higher in Zurich at \$328.50. Page 38

TOKYO: Shares lost ground in the thinnest trading of the year with the Nikkei-Dow market average down 52.15 to 12,179.92. Section IV. LONDON: Equities eased as institutions stayed on the sidelines. The FT Ordinary index closed at the

FRANKFURT hit a new high with a 71 rally in the Commerzbank index to 1,230.1 Section IV

Sudan's military leader appointed a JAPAN'S big four securities houses 15-man interim Cabinet led by alcazoni Dafaa-Allah, Samiel Aru the half-year to the end of Marth, a Bol, from the troubled southern region, is deputy premier. Earlier since of the proof of the proof of the proof of Marth, a steady, olimb by share prices to recent learny. Page 4.

deficit for the 1985 first quarter to

gross national product, according to the agreement with France; after a poll in the national daily Mainichi the Swiss parliament's rejection of a revised tax agreement.....

A NEVADA judge ordered Crown Zellerbach, the U.S. forest products group, to postpone its May 9 annual meeting for two weeks in a move that could help Sir James Gold-smith, the British financier, to press his hostile bid for the compa-

KAUFHOF, West Germany's largest retailer, reported parent company net profits of DM 52.5m (\$17.64) last year against DM 49.5M in 1983. After transferring DM 9.6m to reserves, the company is cutting its. dividend to DM 6.50 a share from DM 7.50. Page 18

Indian army took deep the care of valled, troubled French motor components group completed negotiations with a group of financial institutions and shareholders for an urgently needed FFr 250m (\$27.4m) capital increase. Page 16

MOULINEX; French kitchen equip ment manufacturer, autoimed a 11 per cent fall in net profits last year to FFr 61m (\$6.68m). The company is to cede a 20 per cent stake in its capital to Scovill of the U.S. as part of a commercial agreement to boost sales in the U.S. Page 18

OLIVETTI, Italian data processing equipment maker, lifted group prof-

action by air traffic controllers over pay.

MONSANTO, fourth largest U.S. chemicals group, blamed the strong

Gorbachev may meet Reagan during UN visit

BY PATRICK COCKBURN IN MOSCOW

net leader, is to attend the next UN General Assembly meeting in New York in September. This brings a step closer the possibility of an autumn summit meeting be-tween Mr Gorbachev and President Ronald Reagan of the U.S.

Mr Gorbachev's decision to go to the UN will be seen as confirmation the UN will be seen as confirmation of the new leader's powers of initiative in foreign policy. Earlier this month he announced that the Soviet Union was freezing until November the further deployment of its medium range nuclear missiles in Europe.

Mr Gorbachev's presence at the UN General Assembly will provide a convenient opportunity for a "get acquainted meeting with President Reagan. Washington has sent out conflicting signals over the past few weeks as to whether the first meeting between the two leaders would be an informal one or whether it would need to be a fully prepared

Mr Gorbachev would go to the UN was given in an interview to Reuter by Mr Victor Afanasiyev, the editor of Pravda, the Soviet daily. "I know go to the General Assembly session," he said yesterday.

He added that if a meeting with President Reagan were to take pared. "Some agreements should be signed. Compromises can be worked out. It's nonsense to talk

In Washington, Mr Larry Speakes, President Reagan's spokesman, said that the White House was aware of the report but that the U.S. had heard nothing through official channels" and therefore had no comment.

The ground rules for any summit the party's central committee, will almost certainly now be dis- which in effect rules the Soviet cussed by Mr George Shultz, the Union. U.S. Secretary of State, and Mr Andrei Gromyko, the Soviet Foreign Minister, when they meet in Vienna on May 14 at the 30th anniversary celebrations of the signing of the Austrian state treaty.

The prospect of a summit could For the moment Moscow appears have a marked impact on the progequally uncertain. The news that ress of the Soviet-American arms reduction talks. The first round of negotiations will close today with-out any indication of progress in

MR MIKHAIL GORBACHEV, the in certain that Mr Gorbachev will that the U.S. should end its research into a space-based nuclear defence system, the Strategic Defence Initiative.

Mr Afanasiyev also disclosed that the 27th Congress of the Soviet Communist Party, the crucial meeting which selects a new central committee of the party every five years, will take place in 1986 and not this year, as previously expect-ed. The Congress also approves the

plan. Mr Gorbachev is to make an important speech today outlining the main themes of his foreign and do-mestic policy to the 300 members of

of Pravda, who is close to Mr Gorbachev, said that present reforms would "not mean that central planning will be eliminated but it will ean more autonomy for individua enterprises and less paperwork." New members of the Polithoro,

which has at present only 10 members, may also be named today, when the central committee meets.

Pan Am sells **United** its **Pacific routes**

BY TERRY DODSWORTH IN NEW YORK

PAN AMERICAN, the struggling of United's own limited Pacific net-U.S. airline, surprised Wall Street work, which is confined at present yesterday with the sale of virtually all of its Pacific operations to United Airlines for \$750m.

The move to prop up Pan Am's Pacific market, shaky finances, drained in the last Pan Am's fit

the industry with earnings of \$259m and Northwest Airlines, the Minlast year on revenues of \$5.2bn.

Wall Street's initial reaction in early trading was to view the rationalisation favourably for both airlines. Shares in United jumped \$% on the news to \$42%, while Pan Am's moved up by \$1/4 to \$5%.

Under the terms of the deal, Pan Am is selling all its loss-making Pa-cific division to United, with the exception of its Hawaii connection. The sale of 18 aircraft includes 11

of Pan Am's 38 long-range Boeing 747; along with parts, property and facilities in the centres where Pan continue to operate the business." fully-fledged operation in the Pacific, which analysts estimate at a little less than half of the total traffic in the region. With the addition

with more than 50 per cent of the

Pan Am's flights serve a wide few months by a series of strikes, variety of destinations, including will at the same time turn United Japan, China, Australia, New Zee into a significant force in the international airline market.

land, Hong Kong, Singapore, Tainational airline market.

wan, Korea, Thailand and the Phi Until now, United has had only a lippines. Its main competitors are limited presence overseas, despite the national airlines, particularly its formidable size in the U.S. Japan Airlines, which flies to a where it towers above the rest of number of destinations in the U.S.

> Pan Am which has only recently concluded cost-cutting labour agree ments with its unions, said vester day that the "Principal purpose" of the agreement was to strengthen the group financially and operation ally. It said the cash payment would help to modernise its fleet - a reference to last year's agreement to acquire 28 Airbus A310s and A320s.

In addition, the agreement would allow a more efficient use of re-Am operates. United will also be sources, enabling it to concentrate taking on 2,700 existing staff "to on "a strong United States flag role in Europe, Africa, the Middle East The agreement will give United a the Indian subcontinent, the Carib-

Tokyo 'must deliver

trade commitments'

NEXT WEEK's Western economic sures before the Bonn summit, Ja-

summit in Bonn would be greatly pan could deflect the criticism it beloed if Tokyo were to give details otherwise faced from the U.S. and

of its plans far further opening the the European nations with whom it Japanese domestic market, Mr Nor-man Tebbit, Britain's Trade and In-pluses, Mr Tebbit said.

dustry Secretary, said yesterday.

The seven heads of state are exMr Tebbit, who was in Tokyo last, pected to come out clearly next

sek, said in London that Mr Yasu- week in favour of embarking on a

hiro Nakasone, the Japanese Prime new round of global trade negotia-Minister, had told him he hoped to tions. This follows a compromise

following his statement on market access earlier this month.

end with developing country delegates to last week's World Bank

He called on Japan to remove its and International Monetary Fund

Most important of all in the long promoter of such talks, the U.S. and

AIR FRANCE TO LYONS:

THE SMARTER WAY TO FLY

BY CHRISTIAN TYLER, TRADE EDITOR, IN LONDON

"bring forward concrete measures" co

non-tariff barriers and to liberalise

run, the Japanese could further in-

ternationalise the yen in order to

ensure it reflects more accurately

the underlying strength of the Japa-nese economy," Mr Tebbit said.

By announcing detailed mea-

access earlier this month.

its financial markets.

with options on another 47 aircraft

Continued on Page 16 Markets, Section IV

The seven heads of state are ex-

Although Japan is a principal

EEC have intensified pressure on

Tokyo in recent weeks to prove that

Japan is genuinely ready to become

an open and reciprocally trading

Continued on Page 16

meetings in Washington.

Neves's successor asks for national support

Colombia's Betancur:

Latin American

Mr Fixit, Page 15

By Andrew Whitley in Rio de Janeiro

SR JOSÉ SARNEY, the Brazilian Vice-President, yesterday formally took over the reins of power after the death on Sunday night of President-elect Tancredo Neves.

In an emotional television address to the nation. President Sarney pledged to keep alive the legacy of a man who had been hailed by Brazilians as their guarantor of a better future. He promised a government of concord, work, morality and austerity; implacable against corruption."

The new President, a noted poet and former political ally of the mili-tary which handed over to the civilian Democratic Alliance last month, appealed for national sup-port during the expected difficult months ahead. "I need to be helped by everybody, and I ask for help from everyone," he said. Sr Sarney, 54, assumed the pres-

idency automatically under the constitution, after a formal declaration yesterday morning by a joint session of the two Houses of Congress that the President-elect's death had created a vacancy.

Sr Neves, 75, was admitted to hospital on March 14 on the eve of his planned inauguration. In his absence, Sr Sarney was formally sworn in as Vice-President to become the country's temporary head

Although long expected, Sr Neves's death shocked a nation that had been hoping against hope for his recovery. Yesterday was de-clared an official holiday, the first of eight days of mourning.

For 38 days, business life and the government machine had been almost at a standstill as Brazilians anxiously watched the progress of their President-elect's fight against an abdominal infection which grad-ually weakened all his other vital

organs.
President Samey is now entitled to serve out the remainder of the expires in March 1991. In practice, however, he is likely to shorten his mandate, bringing forward direct elections for his successor to 1987 or

The Cabinet selected by Sr Neves is expected to resign shortly, leaving Sr Samey free to choose his own ministers. This would overcome the problems created by the fact that many members of the Government were chosen on the basis of their personal or political loyalty

Continued on Page 16 Background, Page 4; Editorial comment, Page 14

Delors to press Reagan on monetary reform

BY QUENTIN PEEL IN BRUSSELS

the downward pressure on U.S. in- Gatt round. M Delors, the head of the Euro-

He will also be holding talks in the next two days with Mr Jim Bak-dollar in particular. er, the Treasury Secretary; Mr
George Shultz, the Secretary of da for his meetings M Delors is cerState; Mr Paul Volcker, chairman of
the Federal Reserve Board; and est level having been excluded from

CANADYAN bank regulators intervened to first the participation of the Banagean Commission, will reform and the linkage between trade off between trade of between trade off between trade off between trade of between and Trade (Catt).

At the same time he will lead his

Ministers, however, to seek "Resuggest that the monetary talks be
suits in the monetary and financial held at the September meeting of

> M Delors has also welcomed the change rates. suggestion by Mr Baker that some pean Community bureaucracy in form of high-level monetary talks Brussels, will be meeting President should be held, while he questions Reagan himself in Washington to whether Washington is serious

exchange rates and the role of the members of the Senate finance last week's meetings of the Interna-

fort to step up economic growth, in areas in parallel with results in the the IMF interim committee, at a response to any U.S. move to cut its trade field," as part of the Commuspecial session devoted to all quesfiederal budget deficit and maintain nity's qualified support for a new tions of monetary reform, including increased IMF "surveillance" of ex-M Delors is likely to be greeted with some caution in Washington

for he has been outspoken in his whether Washington is serious criticism of U.S. economic policy in day on his first official visit to the about making such talks focus on recent months, attacking the double U.S. since taking office in January. the real problems of fluctuating standards applied by the Adminis recent months, attacking the double tration to its own economy and to the rest of the world. He is also, however, an admirer of the success of the U.S. econom

rapidly into the fields of advance technology. He will be spending two days after his Washington talks in California to visit both industrial

committee. As former French Finance Minismittee, and the development committee of the World Bank. Nissan's one-union pact in UK rules out strikes during talks

NISSAN, the Japanese car group, membership would not be computed amounced yesterday that the sory.

AUSW, Britain's engineering union, would have sole negotiating rights at its new UK assembly plant.

All workers will be represented by the one union, although the computed with absolute minimum of the winon details was a solution and the winon details will provide up to 500 jobs from next year.

The company will boost the work-

The company will boost the work-force to almost 3,000 if it decides to

by the one union, although the company maker, lifted group profits 20.6 per cent last year to a record L356bn (\$186m). Page 17

MONSANTO, fourth largest U.S. chemicals group, blamed the strong U.S. dollar for a sharp 50 per cent decline in first-quarter earnings to \$87m. Page 17

WE REGRET prices from the New York and. American stock exchanges were not available for this edition due to a processing failure in Frankfurt.

by the one union, although the company will boost the work-force to almost 3,000 if it decides to expand the plant and their pay going monthly into their bank accounts, rather than being the paid in cash each week.

Mr. Peter Wickens, Nissan's UK director of personnel, said: "Our will sit on a company council with management as the main consultative and aegotiating body.

Nissan said it had chosen the Mew would probably join, although the company will boost the work-force to almost 3,000 if it decides to expand the plant their pay going monthly into their bank accounts, rather than being paid in cash each week.

Mr. Peter Wickens, Nissan's UK divisions would begin to erise and divisions would begin to erode.

We will have no detailed job descriptions and no multiplicity of grades. All of these traditional systems are restrictive and reduce think that the agreement is right."

icheon at Chigwell, 12.45. Metropolitan Police, Kensington, SW7: M 5-30, Sun 2.30 to 5 khibitions in progress

ommonwealth Jewish ExhibiCommonwealth Institute.

Your Callery: Kensington High (ends April 9).

Times Crossword Puzzle No 16,70 YONE N 21 D ö 23

If you've got business in Lyons, we'll get you across in style. Monday to Friday from Heathrow, you'll arrive refreshed and relaxed in Lyons with Air France at 11.25 am. Ready for your day's work.

Then, to suit you, stay at our Meridien Hotel at Lyons airport to catch our early departure, arriving in London at 7.55. So you can even be back in the office before your secretary!

Of course, you may be lucky enough to have extra time to spend in Lyons after business. With our weekend flights you can take some time to explore one of France's most historic cities. Or hire a car to explore the picturesque Ardeche region, or the fomous wine-growing region of Beaujolais. One phone call takes care of your flight, hotel and car. Whatever your business in Lyons, we'll certainly get you there in style.

_ CONTENTS _

Europe 2,3 Editorial comment 14 Europe 18 Europe 23 Editorial comment 40 Euro-options 33 Business Lew 28 London 29, 33-35
Commodifies 38 Technology 6
Crussword 38 Unit Trusts 39, 37
Currencles 39 Weather 16

Labour laws: shake up for Computers: the deal that got Malaysia: Sabah power bid Betancur: Latin America's

Technology: great leap for West Germany:

Swiss banks: time for truce Editorial comment: Brazil: with U.S. regulators 2 UK employment 14

German jobs market 2 away 14

Insurance: how one broker Lex: Bank of Scotland; Liffe;

AIR FRANCE ル 🤊 WERE AIMING EVEN HIGHER

Flies direct daily? 15 At 08.55 leaves London for

Lyons first? (5). 23 As a substitute this month. off (9), had no aspiration with the month of the state of

ily out of sight (4). ber turned up,

BY PAUL CHEESERIGHT IN BRUSSELS

ments to bolster industry in the the volume of state aid."

tional Coal Board losses over The British Government will be

er, when he introduced his annual report on activities in the sector.
The Commission has set its face

against state aids and will continue to do so," he said. The Commission has considerable independent powers in policing the competition laws. Coal is among the industries per-mitted a conditional exemption from the normal competition laws,

runs out at the end of the year. Commission officials are working on proposals setting out the conditions under which subsidies would be permissible after that date. The ent system dates back to the period of the energy crisis when it emed important to succour the EEC coal industry.

more emphasis on the need to provide information

THE EUROPEAN Commission is achieve viability in the coal indusstepping up its pressure against the try," said Mr Sutherland. "And of use of subsidies by EEC govern- course we must be concerned about

£2bn (\$2.5bn) subsidy to cover Na- to the general rules on competition.

The Commission's approach is broadly to put coal on the same footing as other exceptional indus-tries such as shipbuilding, steel and textiles, where subsidies are permitted when they are linked to rationalisation.

which forbid the use of state subsi-dies, but the scheme covering it ever, the Commission is facing conthan in 1977-80.

Member nations are not always meeting their legal obligations to inform the Commission of subsidy

BY FAY GJESTER IN OSLO

TWO OF Norway's foremost experts in diving medicine have resigned from the Norwegian Underwater Technology Centre (Nutec) in protest at oil company plans to use divers for construction work at "unacceptgreat depths—to 300 metres and more.

in deep water and working dives sary to instal and maintain production equipment.

Any proposal by the Commission A stringent attitude towards state will have to be approved by the aid has immediate implications for Council of Ministers, simply be-British government plans for a cause the industry is an exception

anxious to see that whatever docu-That renewed emphasis on resist ment turns up in the council reing state aid in the application of flects not only the general policy of the competition laws was made returning to the principles of free clear yesterday by Mr Peter Suther- enterprise enshrined in the Treaty of Rome but also the particular need of an industry ravaged by a year-long strike.

> In its attempts to push subsidies trary pressure from the Ten. The annual report noted that the numper of subsidy schemes out forward by the Ten for approval and turned down was 12 times more in 1981-84

"Our new proposals will place far plans, either. Some are refusing to

Norway offshore protest

Norwegian authorities. water East Troll oil and gas field is technically feasible, and would take eight years to build at a cost around NKr 6.5bn Several unexploited fields lie (£580m)—less than a large oil platform. It would permit

Swiss Bank Corporation

Dr Stein Tonjum and his

health risks have been ignored by Nutec, by the oil companies which own it, and by the A 55 km tunnel system from the Norwegian coast to the deep

installation production equip-ment under the seabed from

which oil and gas could be

For foreign exchange,

WEST GERMAN MINISTER FLIES IN FACE OF TRADITIONAL METHODS

Bluem shakes up the labour market

BY JOHN DAVIES IN FRANKFURT

in his efforts to shake up West Germany's tradition - bound labour market.

His latest proposals as Labour Minister are bearing fruit in a law aimed reducing unemployment by making it easier for businesses to take on temporary

Once again, he has annoyed some of the more militant and traditionally - minded union leaders—an ability he has demonstrated repeatedly with both skill and pleasure. Behind his latest initiative is

growing concern in Bonn that further steps need to be taken to ease unemployment, currently about 2.47m or 10 per cent of

ing the workings of the labour market rather than resorting to to predict how many jobs might Keynesian-type

Herr Bluem argues that many businesses are reluctant to hire workers permanently because they are uncertain whether an flexible approach to work. The limited time than to be out of increased inflow of orders will same legislation for instance, work for an unlimited time." continue. They are more inclined, he says, to offer their tions for part-time work and existing employees overtime. job-sharing. Part-time workers Under the new law, which is

effective from May 1, businesses will be able to take on new workers under contracts of up to 18 months. Until now, employers have had to give a reason for offering only a temporary job, such as filling in that the Government is intro-

A SHORT, round-faced figure the workforce. The Govern-while an employee takes ducing a cosmetic measure, unwith rimless spectacles, Herr ment is anxious to make as maternity leave or undergoes likely to have an impact on unemployment and amounting unemployment and amounting

expansionist be created and recognises that some employers may not use it concept of encouraging a more establishes better conditions as full-timers, while a job-sharer will not be obliged to step into a partner's shoes, nor face the sack just because the

partner quits.
Union leaders have argued

The Labour Ministry declines to an attack on workers' rights. Herr Bluem, who is a beaming embodiment of the trade union oriented wing of the confor fear of upsetting unionists, servative Christian Democratic But the measure is part of a Union (CDU), replies: "It is better to have a job for a

> rights, however, the measure is "transitional" during the current period of high unemp ment and expires at the end of 1989. Also, it applies only once for any individual - in other words, an employer who wants to give a worker a limited con-

Herr Bluem: aroused union STEER TEE

The CDU, meanwhile, is dismissing an idea from its junior coalition partner, the Free Democratic Party, for imroduction of wages inclow the union negotiated level as a means of encouraging job creation.

The Swiss emphasise the obligation embedded in their

law to protect third parties when disclosures are made. They are intent on getting the Americans to abandon attempts

to ride roughshod over Swiss

laws and to make proper use

of the instruments on legal co-operation which have been

agreed over the past eight

company, in which the SEC alleged that 20 or more investors had netted at least \$40m

over seven years by buying stock and options of U.S. companies before takeover

announcements, the Swiss insisted that the Americans put

in a request under the 1977

treaty on mutual assistance in

criminal matters before the case

The Swiss also point out that

the Santa Fe case had to be referred twice to the tribunal which then handed down judgments establishing precedents that will help to speed up future

requests for legal assistance. That case also led to a memoran-

dum of understanding which together with a private conven-tion agreed by the Swiss banks

offers a temporary method of handling insider trading cases

. The 1977 treaty, the memoran-

Some U.S. officials see the

until legislation is enacted.

could be dealt with.

years.

Arms talks round ends in secrecy as it began

By Robert Mauthner, Diplomatic Correspondent

THE FIRST round of the nuclear arms control between the U.S. and the Soviet Union which began in Geneva on March 12 end today shrouded in the same cloak of secrety in which they began.

While the world's statesmen and media continue to devote thousands of words to the subject and President Ronald subject and President Ronald Reagan's Strategic Defence Initiative (SDI)—the so-called Star Wars project—has provoked heated controversy, the negotiators themselves have kept their promise to reveal virtually nothing.

All that is known with any certainty is that the U.S. and Soviet negotiators meet alter-nately in each others missions in Geneva at regular intervals. and that they have created three groups to deal with long-range missiles, intermediate-range missiles and space weapons.

It has also been clear since the beginning that the positions

of Washington and Moscow on the way to deal with the whole issue of space-based defensive systems are diametrically opposed, and there has been no indication that the gap has been narrowed during the five weeks

The Soviet interested only in obtaining U.S. agreement to a halt to all In the third instance which led to public controversy, that of Ellis AG, a Zurich brokerage research on space weapons, while Washington's aim is to win Moscow's acceptance for the whole of non-nuclear space defensive systems as an alter-native to the present doctrine of mutual assured destruction

The main developments in the arms control debate have come from outside the cloistered. and esoteric atmosphere of the Villa Rose, the incongruously named Soviet mission building,

Sir Geoffrey Howe, Britain's Foreign Secretary, gave an early jolt to the U.S. side in the negotiations by raising all sorts of questions about the long-term strategic implications of the SDI. Though reiterating Britain's support for U.S. research into space-based defen-sive systems, he warned against the danger that the programme might acquire an "unstoppable momentum"

The minister was merely The 1977 treaty, the memoran echoing the doubts already dum and the International expressed by other European governments, not least the in Washington his speech was considered by many as untimely and as giving the Soviet Union an opportunity to divide the Nato allies.

As the first round of the close, all eyes are on the seven-nation Western European European Union ministerial meeting in Bonn to see whether the Europeans can reach some sort of common position on the SDI and participation in its research programme.
Meanwhile, Mr Richard Burt.

ng that to an American judge." a U.S. Assistant Secretary of The Americans are pressing State, has given his considered view of the Geneva talks. It was far too early to be anxious about a lack of progress, he said, and it was normal for the two sides to exchange "broad philosophics, observations" in the first round before any detailed beautiful to be anxious. detailed bargaining began.

Pinancial Times. USPS No 190840, published daily except Sundays and holidays. U.S. subscription rates \$420.00 per anum Second class postage paid at New York Ny and at additional maising offices. POST-MASTER; send address changes to: FINANCIAL TIMES, 14 East 60th Street, New York, NY 10022.

The banking and business secrecy dispute is easing, writes William Du force

Swiss beat off U.S. legal assault

A SWISS BANKER danced a jig round his office when he learnt earlier this year that Mr John Fedders had resigned as head of the enforcement division

of the U.S. Securities and Exchange Commission (SEC), This uncharacteristic gesture reflected many Swiss hankers' belief that Mr Fedders had been conducting an unwarranted personal crusade against their business practices. It was also an indirect tribute to his tenacity in battering at the ramparts of Swiss banking

secrecy.

Even before the departure of Mr Fedders, however, the long-running row between the two countries over the application of American laws and regulations to Swiss banks and companies and started to abate. Three recent developments support the view that the stormy legal relationship of the past eight years may be entering a calmer

These are: the imminent submission to the Swiss Parliament of a Bill banning insider trading: the opening in Washington last month of negotiations on closer legal co-operation; and the abandonment, at least temporarily, of the Sec's attempt to impose a "waiver by conduct"

come to the professionals.

"In today's foreign exchange

more than reliability, speed,

and an innovative approach."

It means continuity.

market what really counts is professionalism. For us, this means

good training and good people.

Rudolf Duttweiler, SBC London

If foreign exchange is important

know how much you need profes-

fessional execution. The ability to anticipate sudden swings on the currency markets, and to protect yourself accordingly, can

be just as important as the split-

network of contacts required to conduct the actual transactions.

There's a historical aspect, too. We developed our foreign

exchange expertise in response

and very exacting, for more than

So when you have a question in-

And our customers have been

second timing and vast

Our worldwide experience and organizational depth are big advantages on both counts.

to our customers' needs.

internationally oriented.

volving foreign exchange,

we're pretty sure we can help.

a century.

to your business, you already

sional advice as well as pro-

securities.
The U.S.-Swiss legal conflict has flared up as securities markets have become interhave been increasingly affected their borders.

The U.S. has seen a dramatic increase in foreign involvement and the SEC has been the most vigorous in seeking legal help from other countries in policing markets against fraud. The Americans have harped on the impossibility of operating a double standard of law enforce-

ment, one standard for those trading within the U.S. and another, less stringent, for those trading from outside.

Switzerland became the main U.S. target because Swiss banks are among the biggest traders in U.S. securities. Their posi-tion as fund managers has been built up largely on their reputation for keeping customers'

to do by the Swiss constitution and Banking Act. The U.S. Justice Department nne U.S. Justice Department for any SEC investigation and the SEC have on some well-authorised by U.S. federal law publicised occasions run into that might arise from the transthe wel-defended thicket of Swiss law, at the same state.

SWITZERLAND SAYS it is willing to negotiste a new double taxation agreement with France. This follows the rejection by parliament last month of a revised tax agreement and the cancellation of a visit by M Pierre Beregovoy, the French Finance Minister.

The tax revision was rejected because it appeared to open the way for taxation by the French of property in

arousing the ire of the Swiss for what have been seen as clumsy efforts to override Swiss sovereignty. The "waiver by conduct" ploy, for instance, was firmly rejected by the Swiss Banking Association which accused the SEC of trying to impose U.S. statutes on Swiss

Under the waiver idea, thought up by Mr Fedders, trading in securities in the U.S. would have constituted an

actions initiated abroad and was intended to remove the protection against investigation that foreign investors enjoy under the secrecy laws of other countries. By shelving the proposal the SEC has removed a problem which dogged the Swiss and American negitiators who held a preliminary meeting in Washington at the end of last

France owned by Swiss citizens, and possibly facilitate the penetration of Swiss tax

the penetration of Swiss tax laws by French officials. Swiss public opinion has been irritated twice in the past two years by eases in which French customs officials have allegedly tried to break the secrecy of Swiss banks, in order to obtain information

about accounts held by French citizens.

mouth.

The Reagan Administration, on the other hand, has continued to signal its displeasure by omitting Switzerland from the list of countries where U.S. companies will be allowed to establish establish their foreign sales

The agreed common aim in the talks between Swiss and U.S. officials is to find ways of making the machinery of legal co-operation work better. Their initial approaches vary con-siderably, however, The Americans still regard

the current mechanism for obtaining from Switzerland the information they need for litigation in the U.S. as inadequate, and want to speed up the gathering of testimony and documents.

In the Santa Fe case, one of courts enforce fines on, or seize between the two countries has erupted publicly since 1981, the SEC filed in October of that year its complaint that shares and call options to stock in Santa Fe International had been bought through Swiss banks just before the announcement of its merger with the Kuwait

Petroleum Company,
The first request to the Swiss Government for legal assistance in obtaining evidence from Swiss banks was made in March, 1982. The Swiss finally handed over evidence on February 20,

In the tax fraud case against the Swiss-based commodity group. Marc Rich, and its U.S. subsidiary, the Americans were irritated by the paucity of evidence handed over at the end of last year, more than two and a half years after a mhnoens had been issued by a

Mutual Assistance Act, which came into force on January 1 1983 are now the channels for legal co-operation. In the swiss view they offer the U.S. scope for seeking assistance which should be used before U.S. validity in Swiss efforts to protect the sovereignty of their laws and to resist American attempts to apply their outside their own territory. As one American commented, "Try telling that to an American judge."

for clearer definitions from the Swiss of what they mean he to: fraud and how they expect U.S. courts to request information in tax cases, The 1977 treaty allows the

U.S. to penetrate Swiss secrecy laws only when a tax infringement constitutes a criminal offence under the laws of both the U.S. and Switzerland. The Swiss say their 1983 Mutual Assistance Act opens up new possibilities: the Americans want these spelt out.

Foreign Exchange & Money Broking

The Financial Times proposes to publish a survey on the above subject on Monday 3rd June 1985.

For details of advertising rates please contact: NIGEL PULLMAN, BRACKEN HOUSE. 10 CANNON STREET, LONDON EC4P 4BY TEL: 01-248 800, EXTN 4063

Publication date is subject to change at the discretion of the Editor

Swiss Bank Corporation Schweizerischer Bankverein Société de Banque Suisse

99 Gresnam Street

P.O. Box 114, London EC2P 2BR

Telephone: 01-606 4000

Mailing address:

The key Swiss bank

General Management in CH-4002 Basie, Aeschenplatz 6, and in CH-8022 Zurich, Paradeplatz 6. Over 200 offices throughout Switzerland. Worldwide network (branches, subsidiaries and representatives): Europe: Edinburgh, London, Luxembourg, Madrid, Monte Carlo, Paris. North America: Atlanta, Calgary, Chicago, Houston, Los Angeles, Montreal, New York, San Francisco, Toronto, Vancouver. Latin America: Bogotá, Buenos Aires, Caracas, Lima, Mexico, Panama, Rio de Janeiro, São Paulo. Caribbean: Grand Cayman, Nassau. Middle East: Bahrain, Cairo, Tehran. Africa: Johannesburg. Asia: Hong Kong, Singapore, Tokyo. Australia: Melbourne, Sydney.

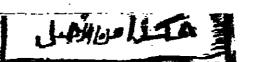
INVEST IN 50,000 BETTER TOMORROWS

50,000 people in the United Kingdom suffer from a progressively paralysing MULTIPLE SCLEROSIS - the cause and cure of which are still unknown - HELP US BRING THEM RELIEF AND HOPE.

We need your donation to enable us to continue our work for the CARE and WELFARE OF MULTIPLE SCLEROSIS sufferers and to continue our commitment to find the cause and cure of MULTIPLE SCLEROSIS through MEDICAL RESEARCH.



Please help—send a donation today to: Room F1, The Multiple Sclerosis Society of G.B. and N.L. 286 Munster Road, Fulham, London SW6 6BE



ms talk

ind end

secrecy

is unknown.

The lack of publicity will disappoint General Wolciech Jaruizeiski, the Polish leader. The fact that the meeting is being held in Warsaw is important as it signifies a measure of approval for his policies.

But Polish officials have been arguing privately that

been arguing privately that lack of access for East Bloc newspaper correspondents to lack of access for East Bloc newspaper correspondents to Nate meetings justifies the Warsaw Pact approach. The only visible sign that anything untoward is afoot is that Warsaw's Victory Square which holds the Tomb of the Unknown Soldier, at which the visiting leaders will no doubt lay wreaths, has been put off limits for parking from Wednesday onwards. A Polish newspaper yesterday hinted that the meeting would bring no great surwould bring no great sur-prises. Sztandar Mlodych quotes Marshal Victor Kulikow, the Warsaw Pact com-mander in chief, as saying that the Pact was ready to dissolve liself when Nato does the same. But, he added:
"The Socialist countries consider that the Warsaw Part should be maintained as a guarantee of peace and ee of peace and until the military

"reader's letter," arguing that the general public was apathetic about the case, few had even heard of it and that the whole issue was not worth bothering about.

WEU ministers opt against joint **Star Wars position**

BY ROBERT MAUTHNER, DIPLOMATIC CORRESPONDENT. IN

Western European foreign and defence ministers yesterday confirmed at the start of a two-day meeting here their desire for a more co-ordinated European role in defence and security, but carefully avoided adopting a joint stance on President Rouald Reagan's Strategic Defence Inditative The ministers of the sevennation Western European Union, whose members are Britain, France, West Germany, Italy and the three Benefux countries, were due to discuss the U.S. project, popularly known as Star Wars, informally over dinner last night. Officials over dinner last night. Officials made it clear, however, that they did not intend to enshrine the outcome of their talks in a joint declaration on the subject. The unwillingness by some of the member countries, includ-ing Britain, to use the reacti-vated WEU as a forum for working out common positions on arms control problems, is clearly the result of U.S. repre-

ignore U.S. desires. Herr Hans Dietrich Genscher, the West German Foreign Minister, who presided over the meeting, specifically reiterated his government's "intention to obtain a joint position with our

European partners," on SDL.
Herr Genscher and, to a certain extent, Sir Geoffrey Howe,
the British Foreign Secretary,
also appealed for an ungrading
of Europe's role in East-West relations. Much more was required than a mere response to the initiatives of others, Herr Genscher said. "Without a willingness to increase our commitment and without constructive European initiatives there will

be no success."

Sir Geoffrey, who has recently visited East Germany, Poland and Czechoslovakia. said the professed desire of Mr. Mchail Gorbachev, the new Soviet leader, to improve relations with the West should be welcomed.

No one knew, however, how for Mr. Gorbachev was willing to sentations earlier this year.

Some countries like West so and it was important to test Germany, however, appear the genuineness of Soviet much readier than others to desire for arms control.

Honecker places great store by visit to Italy

THE FIRST visit to a Nato country by an East German leader begins today when President Erich Honecker arrives in Italy for two days during which he will have an audience with the Pope.

His official visit to Rome has taken on added significance since he was prevented by the Soviet Union last September from going to West Germany, which would have been the first Nato country he had visited.

The Italian visit is regarded by East Germany as one of the most important steps in its efforts to establish a dialogue with Western countries. Since with Western countries. Since the middle of last year, Herr Honecker has had talks with the

THE FIRST visit to a Nato Chernenko. He also conferred

A statement by the Italian Government noted that both the Rome and East Berlin visits could play an important moderating and balancing role within their alliances, East-West relations, it said, would top the agenda of talks

Honecker has had talks with the Ttaly had a record L3,149bn leaders of Sweden, Austria, (£1,27bn) balance of payments Greece and Finland, and in deficit in March, writes James March with Chancellor Helmut. Buxton in Rome. It brought to burial of Mr Konstantin quarter of 1985.

Dismay in **Bonn over** criticism of Reagan visit

A BITTER attack by a senior West German Government politician against the U.S. opponents of President Ronald Reagan's planned visit to the German war cemetery at Bitdefining war cemetery at Bit-burg next month threatens to dash the hopes of both Bonn and Washington that the con-troversy over the President's trip here might at last be drawing to a close.

In a letter to the group of 53 Senators who have formally protested at the visit to the cemetery — where a number of former SS officers are buried — Herr Alfred Dregger, floor leader in the Bundestag of the ruling CDU/CSU party, expressed his "dismay" at the criticism.

It raised the question, Herr Dregger said, whether the U.S. people really considered West Germany an ally, despite 40 years since the end of World War II in Europe.

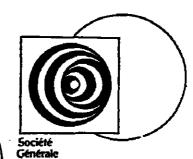
The Senators should also remember that they risked giving a simple pretext for those "who want to misuse the anniversary of the German surrender of May 8, 1945, in order to destroy the alliance between West Germany and the U.S."

Herr Dregger wrote, more-over, that the reaction of the Senators had caused him special pain, since his only brother had been killed in action on the Eastern Front in 1944.

"If you are asking the President to drop his noble gesture of laying a wreath in Bitburg, then I must consider that a calumny of my brother and others of my wartime comrades who died in the fighting."

Both capitals had been hop-ing that after the decision of Mr Reagan to add a stop at the Bergen - Belsen concentration camp site to his programme on May 5, the furious controversy over Bitburg — especially in the U.S. — might abate.

Now, however, fresh fuel has been thrown on the fire of transatiantic exchanges on the issue — all the more uncomfortable here since Chancellor Helmut Kohl and his Government have been as insistent as possible that the President visit the cemetery, as a symbol of the post-war reconciliation of the two countries.



The **Ebic banks:** your partners in financial circles



Strength. Reliability. Innovation. Experience. Important considerations when you're choosing a bank. Ebic brings together seven such banks. Seven major, European banks with assets of some \$400 billion. Seven banks with 10,000 branches, subsidiaries, associates and joint ventures throughout the world. Seven banks that have been co-operating for a quarter of a century.



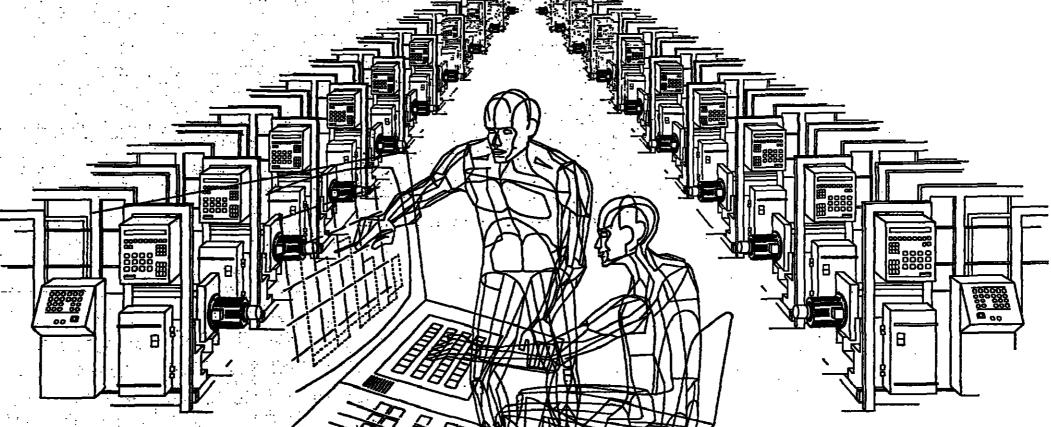
EUROPE'S MOST EXPERIENCED BANKING GROUP.

MANNESMANN

Programmable motion control revolutionizes automated production

Generale Bankmaatschappij

Drive into the Future



Microelectronics is setting the pace for productivity: Computers control and monitor materials handling and production; electronic servo drives establish the working cycle. Speed, precision, dependability are the basis of quality and productivity.

The Indramat Division of Mannesmann Rexroth has developed numerically programmed slide drives that are revolutionizing automated production worldwide. They are maintenance-free,

non-wearing, low in energy consumption, and can take heavy loads, their modular design permits quick setting up and production change-overs, they are self-diagnosing and can communicate with the plant's host computer.

They are paying for themselves in thousands of CNC industrial applications at all levels of sophistication. - A real drive into the future for production technology.

mannesmann technology (W)



Alfonsin in attack on 'civilian traitors'

By Jimmy Burns in Buenos Aires

TIGHT security was mounted yesterday in and around Argentina's main criminal court in Buenos Aires in preparation for the controversial public trial of the nine members of the three military juntas who ruled Argentina from 1976 until the end of the Falklands

In a strongly worded nationwide speech on Sunday night. President Raul Alfonsin lashed out at "civilian traitors" he alleged were tempting the armed forces into staging a preemptive coup d'état before the trial scheduled to begin late yesterday afternoon.

"The enemies of democracy have always conspired, but never has the Argentine nation been so under attack," Sr Alfonsin said. "I denounce, before the Argentine people, an attempt to weaken the government by those forecasting chaos and anarchy."

civilian President.

The juntas are being tried for human rights violations which were committed following the 1976 coup and which led to the "disappearance" of over 8,000 Argentines. The accused include former presidents Generals Jorge Videla, Roberto Viola and Leopoldo Galtieri. The crimes are punishable with sentences of between eight years and life imprisonment.

The trial before a court martial board composed of six civilian judges is expected to last at least four months. How-ever, it has already embroiled the country's political establish-ment in a debate about the rights and wrongs of the former military regime.

Last Friday General Hector Rios Erenu, the army com-mander, said that the armed forces would abide by the Government's decision to try the juntas and ruled out any coup attempt. But the new military chiefs, hand-picked by President Alfonsin, are understood to be under pressure from hard line middle and junior ranking officers and are insisting that the Government desist from conducting a more wide-

TANCREDO NEVES

Cautious man who promised change

AT THE beginning of the year, as he approached the date of the Brazilian presidential elections, Tancredo de Almeida Neves, promised that if he were elected he would inaugurate a "new era" and sweep away two decades of "suffering, mutilation, confiscation and repression" that the military had imposed on Brazil since the coap posed on Brazil since the coup d'etat of 1964. He was elected but he tragic-

ally failed even to begin his task. Shortly before he was due to be inaugurated in Brasilia on Friday March 15 the 75-year-old leader of the Democratic Alliance was taken ill. He died yesterday in Sao Paulo after having undergone seven opera-

having undergone seven operations in five weeks.

Tancredo, as he was universally known, was a minetro, a native of the state of Minas Gerais, from whose General Mines of gold, silver and diamonds colonial Brazil became rich. Mineiros are traditionally characterised as cautious and hard headed. He was certainly that.



Sr Neves attending his last public function, a church service, with his grandson. Shortly after he left the church he collapsed and was rushed to hospital.

before the Argentine people, an attempt to weaken the government by those forecasting chaos and anarchy."

Sr Alfonsin insisted that there was no immediate danger to the Government and said the armed forces were remaining loyal to it. However, the speech appeared to be a clear attempt to rally support for the Government on the eve of the boldest political move against the millitary put an end to the Goulart government.

Politics was his life. He was Minister of Justice in the last government of the legendary by the generals he became governor of his home state. Through his link with the government of the middle of the road Social Democratic Party.

In 1961. Sr Neves was governor of his home state. Through his link with the government of the middle of the road Social Goulart he felt himself well fitted to embody the restablishment of civilian rule can be done the millitary put an end to the Goulart government.

In 1982 after years during which he was looked on askance by the generals he became governor of his home state. Through his link with the government of the middle of the road Social Goulart he felt himself well fitted to the food askance by the generals he became governor of his home state. Through his link with the government of the middle of the road Social Goulart he felt himself in 1954 and Through his link with the government of the middle of the road Social Goulart he felt himself in 1962, and the dotter was looked on askance by the generals he became governor of his home state. Through his link with the government of the middle of the road Social Goulart he felt himself in 1962, and the provide his link with the governor of his home state. Through his link with the governor of his home state. Through his link with the governor of his home state. Through his link with the governor of his home state. Through his link with the governor of his home state. Through his link with the governor of his home state. Through his link with the governor of his home state. Through his link with the governor of his

doing it was due to the peculiar combination of his qualities. His ing their grip on power he

before the military put an end early political training in state and national politics gave him the subtlety and flexibility which allowed him to reach compromises and make deals

He also had the ambition to corru continue a political career even in the when after the 1964 military coup it was clear that the generals would rule in Brazil for offer Brazil the promise of a years to come. years to come.

himself within the opposition without espousing policies so extreme that they upset the military who could have vetoed his accession to the presidency. He was a liberal, not a revolu-

Directly after his election by an electoral college — Sr Neves left Brazil for a fort-night's tour of Europe, the U.S. and Latin America which allowed him to make his name internationally with calls on world leaders from the King of Spain and the Pope to President Reagan and President Alfonsin.

As he arrived back in Rio de As he arrived back in Rio de Janeiro on February 8 he was met by Leonel Brizola, the state governor. "I thought you would arrive back exhausted." Brizola commented. "I know how to drink so I don't get tired." Sr Neves replied.

Few people in Brazil suspected that their elected leader would be dead within weeks. On the day of his investiture he delivered a speech through his Vice-President Jose Sarney, in which he decreed a halt to public spending and an investigation of the administrative corruption which had flourished in the closing years of military

Unfortunately he could only

Hugh O'Shaughnessy

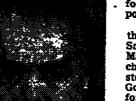
Sarney's unexpected climb to the top

LIFE HAS played strange tricks on Sr Jose Sarney, Brazil's new President.

Ten months ago, when he resigned abruptly as president of the military-created Social Democratic Party (PDS), his 30-year-old political career appeared to be at an end. "I will put on my sandals and go back to writing poetry," he told his friends his friends.

Literature and politics have always intermingled in Sr Sar-ney's life -- he is an elected member of the distinguished Brazilian Academy of Letters-and of the two his clear preference has always been for the first. His elevation yesterday would

not have come about but for the break-up last year of the PDS over the controversial presidential candidacy of Sr Paulo Maluf and the subsequently formed alliance of PDS dissidents with the country's lead-



Sarney: undistinguished.

demanded; and obtained, as the price of its support the number two slote on the slate, hence Sr

dential ambitions, and thus Planning Minister, and Sr could be put up by his fellows Ronaldo Costa Couto, the for the usually inconsequential Interior Minister. post of vice-president. The other heavyweights in

the PFL, men such as Sr Aureliano Chaves, Sr Marco Maciel and Sr Olavo Setubal, chose instead to accept ministerial posts in the Neves Government, biding their time for the promised direct presi-dential elections expected in As Sr Neves was in such

robust health last year, making light of his 75 years during the grueling political campaign, noone imagined that Sr Sarney, the distinguished politician from Maranhao, a political and economic backwater in north-east Brazil, would ever assume the top job. The foundations of President

Sarney's support will come from his former PDS colleagues,

Judging by their proximity to the then Vice-President over the crisis of the past few weeks, two Neves loyalists are likely to play a key role in shifting the Alliance's backing to the new President. They are Sr Fernando Lyra, the Justice Minister and the late President elected and the late President-elect's chief political strategist, and Sr Aluizio Alves, the Public Administration Minister.

But at the heart of the new political alignment will be the relationship between the reluc-tant President ("I'm here under a weight I did not ask for, nor desire," an emotional Sr Sarney told the nation on television late on Sunday night) and Sr Ylysses Guimaraes, the veteran PMDB and Congressional leader.

Running feuding between the two men jockeying for position, has scarred the first five weeks dents with the country's leading opposition party, the Human rights groups, who yesterday were staging their own massive demonstration in contral Buenos Aires, allege that there are at least 500 other officers who carried out the junta's orders.

dents with the country's leading opposition party, the first five weeks of the PFL—he engates of the proposition, has scarred the first five weeks of the new Government's life. However, as Sr Neves's conditional the country's leading opposition party, the first five weeks of the proposition party, the first five weeks of the new Government's life. However, as Sr Neves's conditionate in the PMDB last year to give himself added legitimacy within the Democratic Alliance are independents such as Sr Antonio Carlos Magalhaes, the two groups behind the candidacy of Sr Tancredo Neves, the PFL only one who did not have president to give himself added legitimacy within the Democratic Alliance are independents such as Sr Antonio Carlos Magalhaes, the two groups behind the candidacy of Sr Tancredo Neves, the PFL only one who did not have president to give himself added legitimacy within the Democratic Alliance are independents such as Sr Antonio Carlos Magalhaes, the two groups behind the candidacy of Sr Tancredo Neves, the PFL only one who did not have president to give himself added legitimacy within the Democratic Alliance are independents such as Sr Antonio Carlos Magalhaes, the two groups behind the candidacy of Sr Tancredo Neves, the PFL only one who did not have president to give himself added legitimacy within the Democratic Alliance are independents such as Sr Antonio Carlos Magalhaes, the did not have president to give himself added legitimacy within the Democratic Alliance are independents such as Sr Antonio Carlos Magalhaes, the did not have president to give himself added legitimacy within the Democratic Alliance are independents such as Sr Antonio Carlos Maga

Pindling to face 'no confidence' motion

By Nicki Keliy in Nassau

BAHAMIAN Prime Minister Sir Lynden Pindling, under heavy pressure to resign, will face a no confidence vote in Parliament on May 1 following a recent report on drug-related corruption.

The report represented the results of a year-long commis-sion of inquiry into drug-trafficking and raised serious questions about Sir Lynden's conduct and that of several members of his Government. For drug smugglers to have

operated as openl yas they did "corruption must have reached to a senior level of govern-ment," the commission said. The resolution by the opposition Free National Movement claims the commission's find-ings show "the Prime Minister and his Cabinet no longer have the moral authority to govern or continue in office."

If Sir Lynden loses the vote he will have to resign as Prime Minister or call a general elec-tion within seven days. The FNM is also asking for

the resignation of those parlia-mentarians found to have been involved with drug smuggling or who received drug-related pay-offs of "other questionable payments or loans." Although the commission

found no tie between the money received by the Prime Minis-ter and alleged payoffs by drug traffickers, it did confirm that over a seven-year period Sir Lynden:

© Deposited \$3:5m (£2.7m) more in his bank account than he earned as Prime Minister. Received \$1m in loans and gifts from three foreign investors investors Maintained a close friendship

with an acknowledged influence peddler from whom he accepted \$962,000 linked to several suspect business deals. The commission also found

that Mr Kendal Nottage, the Minister of Youth, knowingly or not, "fronted" for an assisted in the money-laundering operation of a prominent Mafia figure and that Mr George Smith, the Minister of Agricul-Smith, the Minister of Agriculture, accepted \$26,000 from a
Colombian cocaine smuggler to
buy a BMW car and another
\$100,000 from an American
smuggler to have his name
removed from the Bahamas'
immigration stop list.

Mr Nottage and Mr Smith have resigned their Cabinet Sir Lynden's failure to fully account for his finances as required by law, the questionable circumstances surrounding the payments he received, and his refusal to admit wrong-

Reagan to address nation on budget deficit campaign

PRESIDENT Ronald Reagan is votes on the detailed budget to make a televised appeal tomorrow night in support of closed yesterday. The announce-ment came on the eve of a critical Senate debate on the compromise budget cuts package worked out with the Republican leadership in the

The decision to give the budget top priority for an Oval Office speech to the nation omce speech to the nation follows an internal debate in the White House. Some aides reportedly pressed the President to give top billing to his request for \$14m (£10.7m) aid for the "contra" rebels in Nicaragua.

The televised address comes in a week which sees Mr Reagan under fire from several quarters. Not only is he facing a defeat in Congress on Nicaragua, he is also struggling to demy down the form which to damp down the furore which has erupted over his forthnas erupted over his forth-coming visit to a military ceme-tery in West Germany and stave off the threatened collapse of the budget package which he has endorsed.

The President's decision to make good on his promise actively to support the Republican's budget proposal carries with it considerable political

risks. Senator Robert Dole, the will damage the re-election Republican Senate majority prospects of Republican leader, has conceded that he is senators in the mid term elections next year.

PRESIDENT Ronald Reagan earlier this year, capitulate and and top White House officials were meeting with both Republican and Democratic Congressmen yesterday in a last minute bid to avoid a politically damaging defeat on the Administration's policy in Central America. America.

Central America and its policy doing and resign has precipitated the most serious crisis in the 30-year history of the governing Progressive Liberal Party.

Central America and its policy surrender.

Central America and its policy surrender.

Mr Speakes claimed that today's Senate vote would be cluse but that the Administration was still behind the House as President Reagan pat it of Representatives.

federal territory."

Although Pairin is expected

proposals, and that he will need the support of Democrats in the the Administration's plans for Senate if he is to secure cutting the federal budget approval of a deficit reduction deficit, the White House disclosed yesterday. The announce—

The question then would be

whether such a package could be forced through the House of Representatives, where the Democratic majority has quietly registered its opposition to the

Republican proposals.

The Senate Republican's budget proposal would aim to cut the budget deficit in half to around \$100bn by 1988. To do so, however, it proposes cutting or eliminating a score of government spending programmes including finance for the Amtrak including finance for the Amtrak railway system and a reduction in the inflation proofing of the old age pension system which would affect some 36m Americans.

In putting together the package with the Senate leadership, the President conceded a reduction in the way of growth of

tion in the rate of growth of defence spending from his pro-posed 6 per cent real increase

to 3 per cent.

Each of the individual spend-Each of the individual spending cuts has run into opposition from some group in the Senate, raising doubts about whether the package as a whole can be passed. There is widespread opposition in particular to the cut in social security benefits which, if approved, it is feared

White House in talks to save Nicaragua policy

BY OUR WASHINGTON STAFF

The meetings were scheduled ahead of crucial votes today in both the Senate and the House of Representatives on whether to release some \$14m (£10.8m) in military and humanitarian aid to the "contra" rebels seeking to overthrow the Saudinista Government in Nicaragua.

Failure to secure the release of the funding would be a major setback for the hard line stance the Administration has taken in the opposition in Nicaragua to

"say uncle." Opponents of Administration

policy in Congress have maintained among other things that the policy of indirectly exerting military pressure on the Nicaraguan Government is counter-productive and fosters the militarisation of the country and its pro-Soviet stance. Commenting yesterday on a Nicaraguan proopsal to call a ceasefire with the "contras" if the U.S. halted aid to the rebels, Mr Larry Speakes, the White House spokesman, accused the Nicaraguan Government of try-

OVERSEAS NEWS

Israeli navy foils PLO attempt to land guerrillas

BY DAVID LENNON IN TEL AVIV

ISRAEL yesterday announced that its navy foiled an attempt by the Palestine Liberation Organisation (PLO) to land a seven men. The guerrillas were large force on its coast when it sank a ship which was carry-ing 28 guerrillas who were on their way to carry out attacks in Israel.

The vessel was intercepted off the coast of Israel on Saturday night by an Israeli missile boat and ordered to stop and identify itself. After it redused, warming shots were fired, drawing small-arms fire from the ship, which the Israelis then sank.

An army spokesman said that eight of the people on board the 1,000-tonne ship were rescued and that the others were presumed drowned. He said they were members of the Fatah guerrilla organisation. The Israelis said that an Forces militia.

were killed. Shells rained on the southern

Shultz sees possibility for new Mideast peace bid

MR GEORGE SHULTZ, the those who seek negotiations U.S. Secretary of State, believes and peaceful solutions against that the way is now open for a those who promote violence and

enter direct negotiations with Israel, pledging that the U.S. however, that he will not be drawn into bilateral negotiawould help protect any nations

would help protect any nations which took this step.

"Those who take risks for peace should know that the U.S. will help them defend themselves," he declared. "The U.S. must continue to support Organization. U.S. must continue to support Organisation

seven men. The guerrillas were to carry out attacks "on central targets" in Israel on the eve of Independence Day, which begins tomorrow evening.

The last time the Palestinians successfully landed a raiding party from the sea was six years ago. That unit captured a bus and, in an eventual shoot out with the Israeli army near Tel Aviv, more than 30 people were killed.

Lebanese city at the rate of one a minute today shortly before a ceasefire announced by Lebanon's main Christian militia was due to take effect milita was due to take enecty yesterday aftermoon, reports Reuter. The 4 pm ceasefire was announced by Mr Samir Geagea, leader of the Christian Lebanese

tinian people are the victim."
King Husseln has insisted

BY OUR MIDDLE EAST STAFF

renewed peace process in the oppose peace."

Middle East. "Today, for the Mr Shultz particularly refer red to the efforts made by King Hussein of Jordan to bring Palestinians to the negotiating table and warned that there was no alternative to direct negotiations. "The longer this truth first time in years, there are signs of a new realism and a new commitment on the part of key regional leaders," he told the American Israeli Public Affairs Committee in Washingtions. "The longer this truth is evaded, the longer the Pales

Mr Shultz urged Arab leaders to come forward and

devalues in line with IMF By Chris Sherwell, South East Asia Corre

Vietnam

Vietnam has cut the official exchange rate of its currency, the dong, from just under 12 to the U.S. dollar to 100. The decision, said to have

of 350-370 seen in the past

favour making Vietnam ineligible for any further credits because it has failed to repay previous loans. Aftears were put at SDRs 10.2m a year ago, and a Fund team was in Vietnam for further dierresions less for further discussions last

journalists in Hanol. He was quoted as saying: "We have learned from our mistakes," a significant admission from such a senior official.

However, diplomats in

Vletnam's foreign debts amount to about \$6bn (£4.6bn), of which about \$1.7bn is owed in conver-tible currencies.

the decision, said to have been made last week but only revealed at the weekend, brings the dong's value to a more realistic level when judged by the admittedly inflated black market levels of 250.270 come in the continuous

It also represents a positive, if hugely delayed, response to a long-standing recommendation by the International Monetary Fund for a currency adjustment by the Hanoi Government. The IMF is believed to

Announcement of the change came from Mr Tran Phuong, vice-premier with responsibility for economic affairs, when he met foreign

Mr Phnong was also reported as saying that the new rate had been in effect for some time for foreign trade transactions and would now cover all official trans-

Hanoi say that in the past different rates have applied to different trading partners or

Kuala Lumpur quashes power bid in Sabah THE Malaysian Federal Government yesterday intervened to avert a serious political crisis which would have given him a with

Malaysian state of Sabah, and ordering the appointment of Datuk Pairin Kitingan, the victor in Sunday's state elec-

The drama in the oil-rich state unfolded as the results of the elections gave Datuk Pairin's newly formed Party Bersaty Sabah (PBS), 25 of the 48 contested seats, sweeping aside the ruling Berjaya Party, which obtained only six seats.

However, the 68-year-old Tun Mustapha, who ruled Sabah with an iron hand for nine years until 1976, and whose However, the 68-year-old Tun Mustapha, who ruled Sabah with an iron hand for nine years until 1976, and whose United Sabah National Organis-ation won 16 seats, was able to

persuade the governor, Adnan Roberts, to swear him in as Chief Minister on a proposed coalition with Berjaya. As Chief Minister he could then nominate six more

political and terrorist activity by the South West Africa

People's Organisation (Swapo)

as well as condemnation by the

non-aligned movement and the

A bomb explosion at a disco-

by quashing a power bid by Tun
Mustapha, former autocratic
Chief Minister of the East
Molecular and Mustapha falled when Datuk Musa Hitam,

acting Malaysian Prime Minister, intervened and told him to resign or face the consequences. Datuk Pairin was sworn in later in the day.
The capital, Kota Kinabalu,

trying to threaten public order and security.

By moving decisively to squash Tun Mustapha's political "coup," Datuk Musa defused a potentially explosive racial outburst in Sabah, where election results had shown that the state's 1.2m population is now sharply divized along racial

Meanwhile, Swapo's acting

President inside the country Mr

Nathaniel Mahuilili yesterday held an illegal meeting inside

the towniship of Katatura out-

the proposed interim govern-

He told a crowd of several

Swapo steps up fight after

Pretoria move on Namibia

THE SOUTH African Govern- Defence Force that it had killed

ment's decision last week to re-introduce a restricted form of year during successful opera-interim government in Namibia tions against Swapo's tradi-

appears to have led to increased tional wet season offensive.

five nation Western contact side Windhoek. He called on group. whites to join Swapo and said

vince of Ovamboland yesterday thousand: "Swapo of Namibla

cost the eye of a young student needs all the whites. We want

and injuries to four others. This peace in Namibia. We do not

followed the death of another want to drive them away from

he stepped on a mine and while to celebrate the 25th anniver-

two other Ovambo civilians who sary of the founding of Swapo.

teque owned by a non-Swapo ment "would be stillborn."
politician in the war zone pro-

BY ANTHONY ROBINSON IN JOHANNESBURG

The PBS swept into power with the support of the with the support of the Christian Kadazans and the Chinese, while the Malays and other Muslim communities voted for Tun Mustapha's USNO. a major military base to give a major minitary pase to give Kuala Lumpur greater access to East Malaysia and to monitor the eastern approach of the South China Sea. Its incorporation as federal territory was a major issue in the elections. Datuk Pairin 45-year-old

Australian trained lawyer, is the acknowledged leader of the Kadazan. Sabah's largest racial group. He said the PBS would group. He said the PBS would apply to join the coalition government at federal level.
Sabah, which is separated from mainland Malaysia by 1,500 miles of the South China Sea, has often been described as Malaysia's "wild east" and "little Texas," a reflection of its rich natural resources and rough politics, so vividly displayed during and after the elections.

The Federal Government's control of Sabah and Sarawak, the other East Malaysian state, has always been difficult, and last year it succeeded in incorporating the island of Labuan, with its deep water harbour, as

elections.

Hawke to unveil spending cuts

The Australian Government The Australian Government will outline spending cuts of at least AS1bn (£528m) next month, Prime Minister Bob Hawke said, Reuter reports from Canberra.

ensure savings over the fiscal year starting on July 1.

outlays and tax revenue as shares of gross domestic product.

youth over the weekend when here." The meeting was called Mr Hawke said it was likely that the recent weakness of the Australian dollar would lead to Police did not intervene and a The latest incidents follow Swapo motorcade drove round upward revisions of e claims by the South African the township after the meeting revenues for 1985-86,

He said the Cabinet decided to reveal the cuts in May rather than in the August budget to

Combined with the budget measures, the cuts will allow the Government to meet budget commitments for 1985-86, Mr Hawke said. These include reducing the deficit in money terms from A\$6.74bn projected for 1984-85 and cutting federal

upward revisions of expected

fears among the Kadazans and fears among the Kadazans and Chinese that their presence would tilt the delicate racial balance in favour of the Muslim Sudan's military leader to announce interim cabinet

BY MICHAEL HOLMAN AND JOHN MURRAY BROWN IN

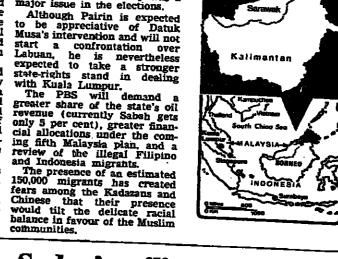
end two weeks of deliberations and announce the names of the

of the country's physicians union and a prominent official in the alliance of unions and professional bodles which helped overthrow former President Japan Nimpiri said varies dent Jaafar Nimeiri, said yesterday that his Cabinet would have three main aims.

It would ensure that fair elections would be held within 12 months and draft a new constiproblems of the south where the rebel Sudanese Peoples Libera-tion Army (SPLA) has been

SUDAN'S military leader, General Abdul Rahman Suwar al Dahab, was yesterday due to country's economy. country's economy.
Dr Gizouli, described Colonel and announce the names of the country's 15 member transitional cabinet led by Dr Dafalla without whose participation it would be "difficult to find a solution" to the southern Dr Gizouli said the policies

of the International Monetary Fund for Sudan would be "closely scrutinised." Agreements in the past between the fund and the Nimeiri regime had not brought about an improvement in the economy, he said. months and draft a new constitution; attempt to resolve the problems of the south where the to ехсеед



Str

Japanese reschedule \$348m in loans for Bandar Khomeini

(\$348m) in loans arranged to finance part of the \$3.5bn

Last year, the Japanese group

— called Iran Chemical Development Company (ICDC), all
of whose members are part of the Mitsui group — resumed work on the project following Iranian guarantees to cover the Iranian guarantees to cover the whole of the completion costs, which could be several billion dollars on top of the original \$3.5bn, and for the physical

safety of the site.
At the same time, agreement was reached on the resumption of payments on a \$500m loan made by the ICDC to its stateowned Iranian partner in the

project.
All of these agreements collapsed in October when the ICDC withdrew its staff from the site following an Iraqi bombing in which a number of non-Japanese workers were injured. This was the sixth

MITSUI and Company and its ments on the loan, and Mitsui Japanese partners in the Illitelf, in its latest half year to fated Bandar Khomeini petrochemical project in southern make a write-off of Y3bn for the Iran have rescheduled Y88bn Bandar Khomeini project.

It is the loan to Iran that Mitsui has now rescheduled. Originally, this was for Y125bn and was due for repayment from 1982 onwards with a deadline for complete repayment by 1987. Now this deadline has been extended until 1992 by the Export-Import Bank of Japan and the 20 other members of the lending syndicate.
Iran's parliament recently re-

jected the proposed revision of the 1974 agreement which gave each party 50 per cent of the

Mitsui was seeking to reduce its equity holding, in line with the increased Iranian financial commitment involved in the pro-

The action by the parliament has hit at the basis of the agreement on future costs and the Japanese company is now hoping for an agreed total write-off-the prospects for an Following the withdrawal, be seen as part of the prepara-Iran suspended interest pay- tion for this.

Four cases could end deadlock in a bid to improve EEC freedom of services, John Moore reports How one broker shook Europe's insurance community

HERR FRANZ SCHLEICHER, designed to ensure freedom of an insurance broker based in services within the Community. The Bavarian town of Ingolstadt, He applied for permission to

As a broker, Herr Schleicher specialised in the placing of in-dustrial insurance business with German and foreign insurance

companies. Up to 1981, he placed business for clients, largely in the fur trade and domiciled in West Germany, with English insur-ance companies using English

The premium rates which he obtained for his clients were lower than those they would have had to pay had he placed the business with West German visory authorities of West Germany took action against him and fined him DM 18.000

(£4,600) for his efforts. Herr Schleicher, they said, had broken the law. Herr Schleicher had fallen foul of the German Insurance Supervision law which says that a foreign insurer can only write business in Germany if he has a concession to do so.

Schleicher appealed. the proceedings he that the stipulations of During claimed Article 144a of the German Insurance Supervisory Act was incompatible with Article 59 of the Treaty of Rome, which, together with Article 60, is The reinst

submit the matter to the Euro-pean Court of Justice in 1982, but this was rejected by the Berlin-Mergarten District Court. Herr Schleicher persisted and approached the European Com-

ission directly which gave

him a sympathetic hearing. The case strengthened the ommission's resolve to find out various member-states community's legislative prin-ciples. Germany is to have its insurance regime studied by the Community's Court of Justice

This is expected to be heard in October. France, Denmark, and Ireland are also to have their insurance regulations studied then. Together, the cases could

break a long-running deadlock in the attempt to bring free-dom of services within the European insurance community. There has been progress in some areas of the insurance community towards the estab-lishment of freedom of services. Community legislation has been adopted on right of establishment, both for life and non-life

The "green card" for motor-cars has been abolished. There are common provisions for the activities of insurance brokers. insurance community in the 1920s, the West Germans fear permit co-insurance contracts to that less regulation could be drawn up in cases where

assumes risks of other insurance companies. also enjoys full freedom of services.

But the big stumbling-block its law does not require establishment but only prior dating from the late 1970s.

Once in force, the directive would be undermined if full freedom of service is embraced.

Again, the Commission says, this is in contravention of the basic freedom to provide service is embraced.

Again, the Commission says, this is in contravention of the basic freedom to provide service is embraced.

Again, the Commission says, this is in contravention of the Guardian Royal basic freedom to provide service is embraced.

Mr Peter Dugdale, managing director of the Guardian Royal basic freedom to provide service is embraced.

Again, the Commission says, this is in contravention of the basic freedom to provide service is embraced.

Mr Peter Dugdale, managing director of the Guardian Royal basic freedom to provide service is embraced.

Again, the Commission says, this is in contravention of the basic freedom to provide service is embraced.

Mr Peter Dugdale, managing director of the Guardian Royal basic freedom to provide service is embraced.

Mr Peter Dugdale, managing director of the Guardian Royal basic freedom to provide service is embraced.

Mr Peter Dugdale, managing director of the Guardian Royal basic freedom to provide service is embraced.

Mr Peter Dugdale, managing director of the Guardian Royal basic freedom to provide service is embraced.

Mr Peter Dugdale, managing director of the Guardian Royal basic freedom to provide service is embraced.

The Commission is unimpressive and the particular conditions laid down for co

would make it easier for insurance companies in the

-TOWARDS A PREE TRADE COMMUNITY

Community to insure large risks together across frontiers without being "established" in the country in which they are transacting business.

Those countries, such as Germany. Ireland, Denmark and France which are resisting full implementation of the that their insurance directive, argue tightly-controlled markets are necessary to safe-guard the interests of the con-sumer of insurance. After big collapses in their

The Commission is unimpressed by their argument, saying that French law relating to authorisation requires proof that the foreign insurer has a branch in France.

In addition, foreign insurers who are not established in France have to appoint a fiscal representative of French nationality who is personally responsible for tax payments and related penalties. This, according to the Commission, gives rise to "disguised establishment."

The Danes argue that their laws fall within a "judicial exception" in that they are imposing requirements on the leading co-insurer which are justified by the general good and the protection of policy-holders "and which are not disproportionate to that end." On Ireland's insurance regu-lations, the Commission objects that Irish legislation requires the lead insurer to hold the authorisation of the Irish Government, which means that the company must be estab-lished in Ireland or propose to do so

ditions laid down for coinsurance by the EEC directive
adopted in 1978.
So far, the British and the
Dutch have been the most vocal
among those seeking implementation of freedom of services.
They want a liberalized mechanism They want a liberalised market in which insurance companies based in one country can com-pete for business risks in other European countries.

There are other pressures operating against the full adoption of freedom in insurance services in the EEC

Insurance companies are cur-rently facing extremely com-petitive conditions. The insurance business cyclew has been moving downward for some time as excess capacity has led to a
dramatic fal in premium rates
on many classe of risk.
Those seeking a fully
liberated market argue that

those challenging the principle of freedom of services are doing so out of protectionist motives, designed only to ensure that busaines does not flow out of their domestic markets to other competitors.

Even within the British insurance community there are worries that the stability of the European insurance markets April 4, and April 16.

to establish and compete in all the EEC markets, "and we, the insurance companies, therefore, have a considerable interest in in their survival and stability." It would be irresponsible to advocate freedom without a much greater degre of harmon isation than exists on contract law, tax and supervisory con-

trols, he declared The British Insurers Euro-ean Committee, led by Mr Jason Frangoulis of the General Accident Group, however, regards liberalisation of insurance throughout the EEC and the world as one of its princi-pal objectives.

Mr Francoulis Arr Francouns and Mrs.

Liliana Arrhibald, the EEC
adviser for the Lloyd's insurance market, are hopeful
about the outcome of the court hearings in October.

"I still think we are on the edge of a breakthrough," said Mrs Archibald, "Even those who are pessimistic are saying that there is a wind of change." This is the ninth in the series on European market liberalisation. The precious articles appeared on February 14. February 21. March 6, March 13, March 22. April 1,

Disputes over special trade access settled

DISPUTES over the functioning of the Generalised System of Preferences (GSP), under which specified products from developspecified products from developing countries obtain preferenfor the foreseeable future by
tial access to developed country
their cut-off figure of \$8,000 in
markets, have been settled at a per capita income.
two-week r/:eting in Geneva in
the United Nations Conference
on Trade and Development indexed to the growth in U.S.
Congress is furthermore
indexed to the growth in U.S.
Congress National Product and

Trade benefiting from the GSP amounted to about \$32bn (£26,6bn) in 1982, the last year h reasonably full data

Policy

The developing countries applied cut off figure of \$5.544 were particularly concerned in per capita income, is expeasimporting countries, the U.S. from Unctad's special committee reviewing the GSP, asking thresholds which once reached would exclude exporting countries from GSP treatment.
The U.S. imported goods valued at \$13bn under its GSP.

The Americans defused opposition by pointing out that no country currently benefiting from the GSP would be affected

would not trigger off /mmediate withdrawal of GSP benefits,

provision having been made for an extended transition period. New Zealand, which has applied cut-off figure of \$5.544 nce reached importing countries not to ex-exporting clude current beneficiaries from All the importing countries

Singapore takes another

age when SGS, the large Italian using both linear bipolar and electronics group, opens a \$50m MOS technologies.

(£41m) wafer diffusion plant and microchip design centre—the first such integrated facility bouring Malaysia since 1974, and microchip design centre— the first such integrated facility of its type in Asia outside

The investment represents a powerful commitment to Singa-pore and the Asia-Pacific region by SGS, which is owned by STET, the Italian telecom-munications and electronics giant, in turn controlled by the

STET, the Italian telecommunications and electronics giant, in turn controlled by the huge IRI conglomerate.

It also reflects the company's heavy emphasis on research and development and on investment. Of SGS's \$335m worldwide sales in 1986, 12 per cent was tive of SGS. in 1984, 12 per cent was channelled into R and D, 43 per

SINGAPORE today moves a semiconductor design centre another step into the "hi tech" to create new integrated circuits age when SGS, the large Italian using both linear bipolar and

channelled into R and D, 43 per cent into capital investment.

Some 18 per cent of its revenues now come from the Asia-Pacific region; five years ago they were infinitesimal.

The Singapore facility, to be opened today by Dr Tony Tan, Minister of Finance, is in two parts: a diffusion plant for semiconductor wafer fabrication, ladder by attracting foreign which will initially produce linear integrated circuits, and

step into 'hi tech' age

concentrating mainly on the assembly and testing of integrated circuits.

Though the scope and size of work at these plants has expanded down the years, the latest investment marks what

According to Dr Guido

Strong exports rise fuels Dutch economic recovery

STRONGER DUTCH exports are fuelling the country's economic from the range of service companies exhibiting at Export '85, State Secretary for Foreign panies exhibiting at Export '85, Trade, said at the Export '85 National Trade Fair, which ended in Utrecht at the weekend.

Netherlands current The Netherlands current account surplus is set to widen by F1 2bn (£458m) this year to F1 17bn, while import and export volumes are expanding by 3.5 per cent and 5 per cent respectively, he added.

Most exports are going to Eastern countries, and Dutch traders are pushing at new markets in China, Japan, Australia and New Zealand, Nipo, the Amsterdam-based

research bureau,

reports.

Taiwan is said to have the best trading potential, said many of the companies trading there, while Latin America had the

least potential.
Nipo's recent survey of Dutch trade with Japan suggests that, despite their protectionism, the Japanese have a definite affinity for butch wandware where attentions. for Dutch products, whose atten-

focus from larger Dutch multi- 14 per cent to stand currently nationals, such as Unilever, at over F1 40bn.

The Central Planning Bureau

forecasts that small- and medium-sized companies will see a 2 per-cent rise in produc-tion if increases in wages, which are expected not to rise more than 0.5 per cent in the second half of this year, are exchanged for shorter working hours and

a recovery in profits.
Export prices have remained unchanged in the first few months of this year, although import prices are rising by 1 per cent. Last year exports went up by 15 pe rcent to Fl 199bn while imports rose 13 per cent while imports rose 13 per cent to Fl 188bn.

Most buoyant were exports of manufactured goods which rose 8.5 per cent, a Dutch Foreign Trade Agency official says. The boom in Dutch trade is not trouble-free. One of the key exhibitors, NCM, the Amster-dam-based credit insurance tion to detail apparently appeals company, says the Governo them. ment's commitments on export The current shift in export credit risks rose from 1982 by

FORD CARGO '85.

Now an even better investment.

Cargo cost-efficiency has been proved over four years and millions of miles.

Real working miles - in the fleets of companies like Sketchley, Wimpey, Allied Bakeries and Whitbread. Year after year our constant-improve-

ment policy makes every Cargo an even Now: take a look at what we're doing to

ke our '85 Cargos even harder to res More premium equipment

To help your Cargos work more economically, we've added a tachometer and air restriction indicator that tells you when the filter is blocked.

Models of 16 tonnes and over also have an exhaust brake to reduce wear and

improve braking.

Improved driving environment.

All models get mud flaps. While roof markerlights, air horns, heated mirrors, brake antifreeze and a step and handle for cleaning the windscreen have been fitted on all trucks 16 tonnes and over

And to improve your drivers' working environment, we've added a very effective noise reduction pack, tinted glass and a rear package tray. And a suspension seat becomes standard for all Cargos of 16 tonnes and over

New Cummins 10 litre power.

With Cargo, you also get the widest range of chassis length/driveline combinations, to suit your needs more economically. A range extended this year with Cummins 10 litre power and Fuller 9-speed trans-

Another Ford investment in Britain.

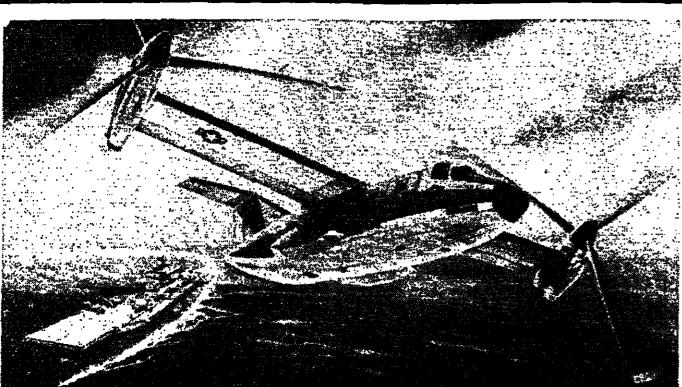
The Ford Cargo is designed, engineered and built in Britain. It represents an investment by Ford of over £125 million in the British economy.

The best back-up in the business.

To protect your investment in vehicles, Ford has set up an unparalleled network of 132 Truck Specialist Dealers, strategically placed to keep your trucks running smoothly and profitably.

Talk to your dealer about great offers on '84 Cargos now!





The Bell-Boeing Vertol V-22 "tilt-rotor" multi-mission helicopter now under development in the U.S.

Helicopters take a great leap forward

by Michael Donne, Aerospace Correspondent

REPORTS THAT five nations in stantial in budgetary terms-Western Europe are to discuss developing a new tactical troop transport helicopter for the 1990s, called NH-90 (Nato Helicopter for the 90s), has highlighted the fact that helicopter technology is taking a big leap forward on both sides

of the Atlantic strength of the participating governments and aerospace industries well over £1bm in development costs—are designed to lift European helicopter technology on to a new plateau.

They will make extensive use of the Atlantic

of the Atlantic.
The NH-90 is intended to bring together in one aircraft
—albeit a transport rather than
a combat helicopter—all the
latest advances in technology,
including avionics, new
materials, and advanced production technology. But in Western tion techniques. But in Western Europe several other major programmes are also likely to achieve similar advances.

One is the £400m Anglo-Italian (Westland-Agusta) Italian (Westland-Agusta)
EH-101 aircraft programme, being developed by the joint company, EH Industries, to produce a replacement for the Sea King anti-submarine warfare aircraft, with a first flight in late 1986, and service in the early 1990s. A commercial passenger variant is also planned.

The other big European promise is the France-German creasing use of new techniques, such as robotics, super-plastic forming and other methods, designed to speed production flows and reduce wastage and thus cut costs, are being or will be extensively employed.

However, by their U.S. counterparts, and it is widely believed in the U.S.—although disputed in Europe—that the U.S. heli-

of composite materials, such as carbon fibre and graphite/ carbon fibre and graphite/epoxy, in areas never before used in helicopters—in rotor blades and transmission systems, as well as in fuselages—while also substantially employing new avionics systems on the flight decks, with extensive use of cathode ray tube displays replacing conventional instruments.

In production terms the in-

ments.

In production terms, the increasing use of new techniques, such as robotics, super-plastic forming and other methods, designed to speed production flows and reduce wastage and thus cut costs, are being or will be extensively employed.

The European helicopter industries are being pushed hard.

also planned.

The other big European programme is the Franco-German (Aerospatiale - Messerschmitt - Bolkow-Blohm) combined antitank and battlefield support thelicopter, generically known as the PAH-2.

parts, and 1. 22 march disputed in the U.S.—although disputed in Europe—that the U.S. helicopter industry, by virtue of its vast current and planned military programmes alone, will give the latter a competitive edge in world markets through

Undeniably, some of the U.S. materials throughout programmes either under way or planned are massive in terms of numbers. The U.S. Army's forthcoming LHX (Light Helicopter Experimental) programme, to find an aircraft that can perform a wide variety of missions on the battlefield, from anti-tank warfare through to surveillance and casualty evacuation, is intended to result in more than 7,000 aircraft, costing over \$35bn. It is already drawing in all the main U.S.

drawing in all the main U.S. helicopter manufacturers.

The U.S. Army is expected to issue a detailed "Request For Proposals" statement by May 1986, based on responses to recent "Required Operational Capability" documents circulated throughout the U.S. industry

Based on those responses, is expected that the U.S. helicopter industry will split into two teams of two big companies each—involving com-binations of Bell, Boeing-Vertol, Hughes and Sikorsky—to work on rival studies to meet the LHX requirement. Eventually, however, so big is

the requirement, that it is expected that every element in the U.S. helicopter industry will be in some way involved.

The LHX is a radical requirement by any standards. It will call for the use of composite

entire structure, new power plants, and advanced avionics (including automatic computer-controlled flying, leaving the single pilot free to fight rather than fly his aircraft).

Subsidiary research programmes, already under way, are already generating information in all these arenas, including, for example, the Advanced Rotorcraft Technology Integration (Arti) programme, that brings together competional brings together conventional aerospace teams besides those in the helicopter industry.

LHX is not alone. Another dramatic new U.S. helicopter venture is the joint Bell-Boeing Vertol JVX "tilt-rotor" aircraft, now redesignated the V-22 programme. This is designed to result in a multi-mission aircraft for combat, search and rescue, assault, transport, support and other operations, with an eventual 1,000 aircraft envisaged, costing more than \$150n; the first flight is set for 1988, and deliveries to the U.S. Morine Corps in early 1991. Marine Corps in early 1991.

The special feature of the V-22 is the tilting rotor concept, with the rotors mounted on swivelling engines that can lift the aircraft near-vertically like a helicopter, but swivel in flight to provide conventional forward propulsion.

Banking and finance the tip for the top

"IF YOU can't beat them-specialise" has been the motto of many personal computer manufacturers over the past year. Faced with IBM's mount-ing demissions of the business. ing dominance of the business personal computer market, other manufacturers have sought out niches where they hoped to prosper with little or

Suddenly several of these companies have discovered themselves back in the main arena of the personal computer market facing no less than market leader IBM as a competitor. ast week IBM made it clear that when "niches" widen into significant slices of the personal computer market it is not going to ignore them.

To prove the point IBM has launched a specialised version of its personal computer designed for use in banks and other financial institutions. The PC 4700 is IBM's first "vertical market" PC product, but it could be the first of many according to industry analysts. The "banking PC" is based on the PC XT and according to IBM addresses the need for a

Professional Personal Computing

BY LOUISE KEHOE

computer or a mainframe ter-minal. It combines the use of standard personal computer applications—spreadsheets and word processing for example with access to data from the bank's main computers,

Banks and financial institutions represent one of the "specialist" groups of personal computer users. In the U.S., according to Future Computing of Dallas, Texas, 13.9 per cent of banking and finance workers already use personal computers. The market researchers expect this segment to be one of the fastest growing.

branch office can use the 4700 PC to enter initial information

back with the exact price of his new car the officer finds the loan in the controller data base, enters the amount of the loan sends the completed information to the host computer for final processing, and uses the 4700 PC to write the customer a confirming letter.

Special features of the "bank-ing PC" include a 107-key key-board. In addition to a standard board. In addition to a standard typewriter-style keyboard, the PC 4700 has 45 programmable keys that can be programmed to perform routine calculations. Extras available to work with the PC 4700 include a keypad and magnetic stripe reader input devices and an output card.

IBM's new banking PC is tailored to the needs of branch officials who deal with loan applications, open new accounts and generally handle the more machine that can play a dual complex but routine consumer able in ti role as a stand-aione personal banking processes. In a typical mid-year,

on a new car loan and send it to the branch "controller" com-puter for local storage. When the customer comes

camera from Japan KONICA. the Japaneses camera company, has demonstrated the prototype of a still camera that records images magnetically on a floppy discinstead of conventional film. The camera uses a 0.5 inch array of charge-coupled devices (CCD) that give a picture with 180,000 pixels (basic picture elements). The pixel colour and intensity data is encoded digitally on to a 1.85 inch diameter floppy disc in a drive housed in the camera body.

Up to 50 pictures can be

put devices and an output card that connects the personal com-puter to IBM's financial printer. Data encryption/decryption is also optional.

The U.S. price for a typical configuration is \$4,000 with options ranging from \$550 to \$650. The PC 4700 will be avail-

Saved from the drain

Up to 50 pictures can be stored and the frame number is shown on a liquid crystal display. The disk is "played back" using a separate disc drive unit which can be directly connected to a tele-

Midlands: 0905-57506 South: 0293-549041

Filmless

WHEN Swan Honsowares of Birmingham, England. in-stalled a new electroplating line two years ago, it estab-lished electrical methods to recover metals from the rinse waters.

Now these techniques are saving the manufacturer about £28,000 a year while helping to protect the en-

The company, one of the best known names in electric kettles in the UK, is using Chemelec cells for the recovery of copper and nickel. Chrome is recovered using an electrically heated evaporator.

About 3 kg of metallic copper is recovered weekly on the cathodes of the copper recovery cell and 35 kg of metallic nickel from the cathodes of the nickel cell. The recovered nickel is recycled in turn as anodes so saving about £9,000 a year in nickel anode purchases. All that goes down the drain now, Swan says, is

One for the handyman

BY ALAN CANE

EARLY professional users of which is published annually. personal computers, accountants for example who bought an Apple II to run a spreadsheet, were frequently shocked by the "technological" nature of their new business tool.

Bare circuit boards could be

seen through the casing; minor modifications needed a soldering iron and a fair level of electronics skill. Things have not changed too nuch. One of the most signi-

ficant chapters in a new study from Macmillan Reference Paperbacks is entitled "How to expand your IBM PC," complete with diagrams showing how to tamper with the guts of the

Networking Microcomputers (Macmillan Press £24.95) by Dennis Longley and Michael They have already won a

and Shain argue: "If a minimally configured PC is expanded to become an IBM XT lookalike it will be significantly cheaper than an XT while remaining 100 per cent Like the machines it covers, it is out of date almost before it is launched but it does pro-vide in one compact source a comprehensive guide to most of the principal trends in microcomputing.

The new book covers the IBM PC and the Apple II and it is a useful guide to the huge number of "bolt on goodles" now available for these

The list includes, for example, "Video van Gogh," a fancifully named plug in board from Tecmar which makes it possible to interface a conventional telepision tional television camera with an IBM PC; for use, of course, in the turning of all sorts of visual information from signatures to assembly line com-ponents into the kind of data the computer can handle,

How do you build an IBM XT lookalike? All the bits are good reputation for thorough—XT lookalike? All to ness and detail with The Micro-computer Users Handbook, Corporation and

For Apple owners the list includes speed enhancement, voice and sound and special purpose add-ons.

Microstar from WestStar, for example, turns the Apple II into a full featured, professional memory lighting control system for theatres.

Savvy from Excalibur Technologies makes it possible for the user to communicate with the Apple using his or her own words, phrases and expressions. Networking, very much the fashionable topic, is dealt with in detail and there are copious lists of software packages and interfacing hardware.

Not a manual for the non-technical, then, but a substantial Quadram and valuable reference for the Longley solder specialists.

These securities having been placed privately, this announcement appears as a matter of record only.

RANK XEROX

Rank Xerox Finance (Nederland) B.V.

Dfls 100,000,000 8 per cent. Guaranteed Bearer Notes 1985 due 1990

Payment of principal and interest is unconditionally guaranteed by Rank Xerox Limited

Algemene Bank Nederland N.V.

Amsterdam-Rotterdam Bank N.V. Bank Mees & Hope NV Nederlandsche Middenstandsbank nv Pierson, Heldring & Pierson N.V.

County Bank Limited Société Générale de Banque S.A.

March, 1985

The Group's operating companies cover a wide spectrum of financial services from the needs of individuals to those of major corporate clients

Half year profit

Net operating income of the Group after provision for taxation and transfers to internal reserves amounts to R46,2 million for the 6 months to end March 1985. This half year profit represents a decline of 8,2 per cent compared with the same period of the previous financial year

Earnings for the half year amount to 51,3 cents per share, out of which an unchanged interim dividend of 21 cents per share is declared. A difficult financial climate adversely affected banking earnings within South Africa, whereas the London, New York, Hong Kong and other offshore offices continue to operate successfully. Syfrets Trust had excellent results.

In the circumstances the level of profit achieved reflects an acceptable performance by all operating divisions.

SALIENT FINANCIAL INFORMATION

006°s	6 months to 31.3.85	6 months to 31.3.84	12 months to 30.9.84	12 months to 30.9.83
Issued fully paid shares of R1 each	90 095	89813	89 890	88 690
Taxed income attributable to Nedbank Group shareholders	R46 246	R50 377	R105 059	R121 587
Earnings per share	51,3c	56,1c	116.9c	137,1e
Dividend per share	21,0c	21.0c	68,0e	68,0e
Group shareholders' funds	R528 603	R490 329	R500 768	R447 709
Total assets	R13 190 071	R11 188 365	R12 825 264	R10586617
Credit facilities to the public	R9016247	R6 286 762	R8 294 185	R5 180 380
Deposits from the public and other accounts	R10 794 405	R8 926 867	R10637285	R8 456 245
Surplus capital funds	R190 000	R224 000	R197 090	R133 000

ing the earnings and dividends per share no account has been taken of 1 182 169 partly paid shares of R1 each, issued in terms of the executive share trust scheme

Nedbank Group Limited is a banking and financial services holding company listed on esburg Stock Excha It is South African owned, controlled and aged, with 98 per cent of its capital in

South African hands. The Group's operating companies cover a wide spectrum of financial services - from the needs of individuals to those of larger corporate

profiles with overseas branch companies and a large network of foreign



Development of Electro

Launch of Super Auto 1983 Pioneering of 'In-Register Super Auto Splicer 1985 Launching of Zero Splicer Reelstand



Hurley Moate Engineering Co. Ltd., Globe Works. Plane Street, Oldham, Lancs OL4 2DE Tel: 061-624 8923 International: +4461 624 8923 Telex: 635091 ALBION G Ref HUMO

Granville & Co. Limited

8 Lovat Lane London EC3R 8DT Over-the-Counter Market

•								P/	E
						Gr053	Yield	1 -	Fully
	Kigh	Low	Company	Price	Change	div.(c) %	Actual	taxed
ì	144	123	Ass. Brit. Ind. Ord	143		6.6	4.4	7.9	9.5
	151	135	Ass. Brit. Ind. CULS	149	_	10.0	6.7		
ŀ	77	51	Airsprung Group	67		6.4	11.2	6.3	7.6
l	42	26	Armitage and Rhodes	34		Ž.9	8.6	4,2	7,0
ŀ	145	108	Bardon Hill	142	- 1	3.4	24	14.3	23.8
ł	58	42	Bray Technologies	52x(d —	3.9	7.5	6.3	7.3
	201	170	CCL Ordinary	170		12.0	7,1		_
	192	110	CCL 11pc Conv. Pref	110	-	15.7	13.8	_	
	1100	100	Carborundum Ord	1100	+68	48.0	4,5	5.4	8.5
		84	Carborundum 7.5ec Pf.	88	. ==	10.7	12.2		
i	73	50	Deborah Services	50		6,5	13.0	4.8	7.7
i	314	182	Frank Horsell	314			,	12.6	16.5
i	268	170	Frank Horself Pr.Ord.87	284	- 2	9.6	3.6	10.6	13.9
	32	25	Frederick Parker	70				-0.0	
	58	33	George Blair	28 57			_	3.8	7.7
	50	22	Ind. Precision Cestings	žž		2.7	12.3	6.0	6.5
	218	185	isis Group	189		15.0	7.9	7.5	13.6
	124	101	Jackson Group	105	==	4.8	4.7	4.9	9.5
	285	213	James Britonbia	244		13.7	5.6	8.7	8,7
	93	83	James Burrough Spc Pf	85	=	12.9	15.2	· • <u>-</u> -	<u></u>
				87	=	6.0	5.7	6.9	10.9
	87	.71	John Howard and Co	215		0.0	<u></u>	7.9	8.2
	216	100	Linguaphone Ord	218 98	-	15.0	15.3		
	100	93	Linguephone 10.5pc Pf.	650		3.8	0.6	46.8	51.2
	650	300	Minihouse Holding NV	49	=	5.0	10.2	70.0	
	120	31	Robert Jenkins	44	=	5.7	17.3	17,4	4.0
	60	28	Scruttons "A"	33 76	=	4.1	12.4	8.2	173
	92	61	Torday and Carlisle	338	- 2	4.3	1.3	19.2	18.9
	444	338	Trevian Holdings		- 2	1.3	4.5	14.0	20.3
	29	17	Unilock Holdings	29	_	7,5	7.8	8.5	11.6
	98	81	Walter Alexander	96	. =	17.4	8.Q	6.2	10.7
	247	216	W. S. Yeetes	218×d		17.7	-, 0.4	9.2	

19

Now is the season of temporary discontent. equipment. This is done via our technique called Skillware.

kept pace with the radical changes in office technology.

The consequences can be fairly dire. Unskilled

Yet again the holiday season sees your staff being lured away to the world's sun spots.
Which can leave you in an even bigger spot.
Turning to a temporary help agency doesn't

hands running rampant over equipment that requires the most specific of skills.

Perish the thought.

Happily, there is another side to the coin.

Manpower can supply temporary staff almost as quickly as it takes to pick up a holiday brochure.

We also match our people's skills to your

ability to react quickly enough, leaving you with non-functioning jobs and machines.

To compound the problem, they just haven't

They tend to have neither the staff nor the

necessarily help.

with our own recorded diskettes,
For VDU operators our Data Entry Programme offers the same happy matching of skills.
So whatever the season and whoever your you know you'll suffer no Manpower temporary is, and the proficiency that you need.

The Manpower temporary then arrives perfectly matched and equipped for your business equipment.

As further proof of our thoroughness we crosstrain operators from one system to others. We identify exactly the level of both the skill

Street, Slough SLI 1LJ POWER Executive Offices, Manpa

discontent,

And new operators are trained to basic level

ces als

Filmles

cameta

The state of the s

Saved b

The season was a season of the season of the

Charles for the control of the contr

CONTRACTOR OF THE CONTRACTOR O ्राप्त के स्थानित स्थापन स्थानित en ertrafti bezig Armed Silging Armed Silging Armed Silging

्राप्त की हुई। एक्ट्रांक अली है

Lance Bibli ्र इटब्रेश स्टब्स् १ केट इस है १ व हुई

12.1

The blueprint for the Blue Box.

American Express has a blueprint for the future: strong brand names, distributed through many different channels—all aimed at specific market segments. It is a design for growth and profit that is already being realized.

Its structural elements are financial and travel-related services. Its building site spans the world. And its foundations, firmly in place, rest on the bedrock of trust and service.

he American Express Blue Box is much more than a corporate insignia. It is a symbol of trust.

The American Express Blue Box holds the confidence of millions of people. They look to American Express brand names for better ways to make, use and protect their money. They depend on American Express brand names for convenience in travel.

In fact, in a recent survey, the American Banker found that people rate American Express products and services higher than those of any other top financial services firm in the United States.

American Express first won people's trust a century ago, when it delivered their funds, by railway and horseback, across the perilous American frontier. Today, in the time it took a 19th-century expressman to saddle up, our electronic networks can speed financial assets to almost any spot on the globe.

American Express capabilities have grown to help simplify life in a complex world. People know that American Express knows them. They understand that the Blue Box contains real answers to today's needs. And they can have confidence that our brand names will match their needs of tomorrow.

It's all in the blueprint for the Blue Box.

American Express Travel Related Services began the American Express tradition of reliable service in 1850 by moving freight.



Travel Related Services

Today, American Express Travel
Related Services moves people and their
buying power around the world. People
know the quality behind each of its brand
names—the American Express® Card, the
American Express® Travelers Cheque,
American Express® Travel Services—and
they "don't leave home without it.""

Over 20 million American Express Cards are now in circulation. Last year, people used them to purchase nearly \$50 billion worth of products and services in over 150 countries.

We invented our Travelers Cheque in 1891 and sold \$10,000 worth that year. In 1984, we sold more than \$15 billion of American Express Travelers Cheques.

Our first travel service office was opened in Paris at the turn of the century. Today, a world network of over 1,200 offices serves travelers everywhere.

At American Express International Banking Corporation, the accent is on "international."



International Banking Corporation

The American Express International Banking Corporation helped American Express expand internationally following World War I. Today, 90 offices in 40 countries offer export financing, private banking and other select services.

The Bank's 1983 merger with the Trade Development Banks, a premier name in private banking, opened a new world of financial and travel-related services to affluent individuals around the globe.

That merger has served the Bank well, too. In return on assets and return on equity, it ranks among the top performers of banking internationally.

Shearson Lehman Brothers Inc. evolved from a series of strategic acquisitions into an organization of unique character and capability.

SHEARSON LEHMAN BROTHERS

The most recent combination was Shearsons merger with Lehman Brothers Kuhn Loeb. They began in 1850 as a general store in Montgomery, Alabama and grew to be one of the world's foremost investment banking franchises.

Today, Shearson Lehman Brothers Inc. melds this investment banking strength with a broad-based, soundly capitalized trading capacity and a global distribution network. Over 5,000 professional Financial Consultants provide clients with the wide range of financial products and services they require to meet their personal investment objectives.

Shearson Lehman Brothers Inc. is the brand name of choice for "the serious investor."

IDS Financial Services Inc. and its subsidiaries have earned people's trust, through outstanding financial advice and services, since 1894.



The 4,500 representatives of IDS provide financial plans and products that stand the test of time.

The 17 mutual funds managed and distributed by IDS have nearly \$10 billion in assets. Individual life insurance in force totals nearly \$14 billion. And the investment certificate operation remains the oldest and largest in the industry.

Since joining American Express last year, IDS has become a high-profile company. Now, millions more Americans are acquainted with IDS.

They're recognizing what longtime customers have always known. A move to IDS, as spokesman Jason Robards says, "could be the best investment you'll ever make."

Fireman's Fund Insurance Companies was born in San Francisco in 1863 during the rough-and-tumble days that followed the Gold Rush.



Fireman's Fund Insurance Companies was organized to provide protection against

the frequent fires that ravaged the city.
And each year one-tenth of its earnings was donated to volunteer fire companies.
A practice that gave the insurer its name.

Special attention to underwriting standards and risk reduction has characterized Fireman's Fund ever since.

Today, Fireman's Fund is the eighthlargest property-liability insurer. With a nationwide network of branches, staffed to provide quality service and reliability to their customers.

Firemans Fund also has one of the industry's largest staffs of loss control and industrial hygiene professionals to help customers protect property and avoid injuries to people.

Fireman's Fund's life insurance subsidiary is one of the fastest growing U.S. life insurers. A position reached in large part by marketing to customers of other American Express companies.

That's the kind of impact that American Express brand names have.

The brand names contained in the Blue Box are all part of the American Express family of companies. Each is positioned to address different segments of the financial services market.

This is a market that exceeds \$11 trillion in household assets in the United States alone.



With that market before us, we demand a lot from our brand names. To stand alone, individually. And in combination, through what we call "cross-marketing"—delivering the services of one company through the distribution channels of another.

That kind of flexibility allows

American Express brands to meet all our
customers' changing needs, at every stage
of their personal and business lives.

Our blueprint for the Blue Box presents an ambitious plan.

We will continue to build multiple brands that appeal to multiple markets. We will continue to target the market segments that seem most promising. And we will continue to provide superior personal service.

sonal service.

In a changing world, our values remain constant: integrity . . . quality . . . service.

Our record shows that we have delivered in the past.

Our blueprint shows that we will also deliver in the future.



American Express Company

For a copy of American Express' 1984 Annual Report write to: American Express Europe, Public Affairs, Windsor House, 50 Victoria St., London, SW1 ONH, England.

The blueprint for the Blue Box.

American Express has a blueprint for the future: strong brand names, distributed through many different channels—all aimed at specific market segments. It is a design for growth and profit that is already being realized.

Its structural elements are financial and travel-related services. Its building site spans the world. And its foundations, firmly in place, rest on the bedrock of trust and service.

The American Express Blue Box is much more than a corporate insignia. It is a symbol of trust. The American Express Blue Box holds the confidence of millions of people. They look to American Express brand names for better ways to make, use and protect their money. They depend on American Express

brand names for convenience in travel. In fact, in a recent survey, the American Banker found that people rate American Express products and services higher than those of any other top financial services firm in the United States.

American Express first won people's trust a century ago, when it delivered their funds, by railway and horseback, across the perilous American frontier. Today, in the time it took a 19th-century expressman to saddle up, our electronic networks can speed financial assets to almost any spot on the globe.

American Express capabilities have grown to help simplify life in a complex world. People know that American Exp knows them. They understand that the Blue Box contains real answers to today's needs. And they can have confidence that our brand names will match their needs of tomorrow.

It's all in the blueprint for the Blue Box.

American Express Travel Related Services began the American Express tradition of reliable service in 1850 by moving freight.



Travel Related Services

Today, American Express Travel Related Services moves people and their buying power around the world. People know the quality behind each of its brand names—the American Express Card, the American Express* Travelers Cheque, American Express* Travel Services—and they "don't leave home without it."

Over 20 million American Express Cards are now in circulation. Last year, people used them to purchase nearly \$50 billion worth of products and services in over 150 countries.

We invented our Travelers Cheque in 1891 and sold \$10,000 worth that year. In 1984, we sold more than \$15 billion of American Express Travelers Cheques.

Our first travel service office was opened in Paris at the turn of the century. Today, a world network of over 1,200 offices serves travelers everywhere.

At American Express International Banking Corporation, the accent is on "international."



International Banking Corporation

The American Express International Banking Corporation helped American Express expand internationally following World War I. Today, 90 offices in 40 countries offer export financing, private banking and other select services.

The Bank's 1983 merger with the Trade Development Banks, a premier name in private banking, opened a new world of financial and travel-related services to affluent individuals around the globe.

That merger has served the Bank well, too. In return on assets and return on equity, it ranks among the top performers of banking internationally.

Shearson Lehman Brothers Inc. evolved from a series of strategic acquisitions into an organization of unique character and capability.



The most recent combination was Shearson's merger with Lehman Brothers Kuhn Loeb. They began in 1850 as a general store in Montgomery, Alabama and grew to be one of the world's foremost investment banking franchises.

Today, Shearson Lehman Brothers Inc. melds this investment banking strength with a broad-based, soundly capitalized trading capacity and a global distribution network. Over 5,000 professional

Financial Consultants provide clients with the wide range of financial products and services they require to meet their personal investment objectives.

Shearson Lehman Brothers Inc. is the brand name of choice for "the serious

IDS Financial Services Inc. and its subsidiaries have earned people's trust, through outstanding financial advice and services, since 1894.



The 4,500 representatives of IDS provide financial plans and products that stand the test of time.

The 17 mutual funds managed and distributed by IDS have nearly \$10 billion in assets. Individual life insurance in force totals nearly \$14 billion. And the investment certificate operation remains the oldest and largest in the industry.

Since joining American Express last year, IDS has become a high-profile company. Now, millions more Americans are acquainted with IDS.

They're recognizing what longtime customers have always known. A move to IDS, as spokesman Jason Robards says, "could be the best investment you'll ever make."

Fireman's Fund Insurance Companies was born in San Francisco in 1863 during the rough-and-tumble days that followed the Gold Rush.



Fireman's Fund Insurance Companies was organized to provide protection against

the frequent fires that ravaged the city. And each year one-tenth of its earnings was donated to volunteer fire companies. A practice that gave the insurer its name.

Special attention to underwriting standards and risk reduction has characterized Fireman's Fund ever since.

Today, Fireman's Fund is the eighthlargest property-liability insurer. With a nationwide network of branches, staffed to provide quality service and reliability to their customers.

Fireman's Fund also has one of the industry's largest staffs of loss control and industrial hygiene professionals to help customers protect property and avoid injuries to people.

Fireman's Fund's life insurance subsidiary is one of the fastest growing U.S. life insurers. A position reached in large part by marketing to customers of other. American Express companies.

That's the kind of impact that American Express brand names have.

The brand names contained in the Blue Box are all part of the American Express family of companies. Each is positioned to address different segments of the financial services market.

This is a market that exceeds \$11 trillion in household assets in the United



With that market before us, we demand a lot from our brand names. To stand alone, individually. And in combination, through what we call "crossmarketing" -- delivering the services of one company through the distribution channels of another.

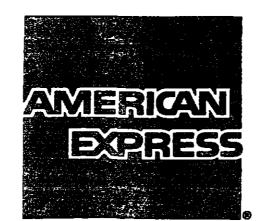
That kind of flexibility allows American Express brands to meet all our customers' changing needs, at every stage of their personal and business lives.

Our blueprint for the Blue Box presents an ambitious plan.

We will continue to build multiple brands that appeal to multiple markets. We will continue to target the market segments that seem most promising. And we will continue to provide superior personal service.

In a changing world, our values remain constant: integrity...quality...service. Our record shows that we have delivered in the past.

Our blueprint shows that we will also deliver in the future.



American Express Company

For a copy of American Express' 1984 Annual Report write to: American Express Europe, Public Affairs, Windsor House, 50 Victoria St., London, SW1 ONH, England.



UK NEWS

Japan to be told British car sales may drop 2%

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

will be told the UK industry expects car sales this year to fall by nearly 2 per cent, from 1.749m last year to

The Society of Motor Manufac-turers and Traders expects, how-ever, registrations of light commercial vehicles to improve from last year's level of 212,800 to 214,000.

These forecasts are an important element in the annual discussions between the society and the Japanese Automobile Manufacturers Association (Jama). The Japanese rely heavily on them when deciding how many cars and light commer-cials to ship to the UK under the terms of the gentlemen's agreenent between the two industries. It is a near-certainty that Jama

JAPANESE vehicle manufacturers will renew its pledge to take a "prudent" view of the UK car and light commercial sectors - which in practice has resulted in the Japanese share of the car market being limited to about 11 per cent.

191,378 to 194,330, representing 11.11 per cent of the market, but this slight advance of the Japanese percentage caused no alarm within the British industry.

Registrations of Japanese light commercial vehicles increased from 29,100 to 30,700 last year.

British concern about light commercials as well as cars developed sector jumped from 10.8 per cent to dent of the UK society.

16.4 per cent and of the panel van sector from 13.2 per cent to 18.8 per cent within 12 months as the Japanese looked for ways to offset the restrictions on car shipments.

There was a sharp drop in the Last year, Japanese car registra- Japanese market share in 1982, but tions in the UK improved from since then it has risen from 11.5 per Japanese market share in 1982, but cent to 13.6 per cent for car-derived and other light vans and from 12 per cent to 14.4 per cent for panel

> The talks are taking place this week in Ito, a resort town south west of Tokyo. They were first established in 1975 to provide BL with

some breathing space for recovery. Leading the two delegations are Mr Takashi Ishihara, Jama chairin 1981 when the Japanese share of Mr Takashi Ishihara, Jama chair-the car-derived and other light van man, and Mr Harry Hooper, presi-

Healthy profitability maintained in 1984

Fee-earning business expanded Balance sheet structure further improved

COMMERZBANK SIZ

Commerzbank again achieved outstanding results in 1984. Its continued good performance strongly reflects significant further improvements in its balance sheet structure. Above all, the Bank considerably stepped up its austomer business both at home and abroad, in particular scoring success through the reinforcement of its domestic retail position.

Consolidated total assets rose from DM 113.2 billion to DM 1227 billion. All sectors operated profitably, the Group nearly attaining the record earnings level posted in 1983. This enabled Commerzbank to repeat the 12% dividend to its 140,000 shareholders, while again making substantial loan loss provisions and markedly strengthening its reserves. The Group's equity base was thus raised from DM 2.92 billion to DM 3.14 billion.

Fee-generating activities are assuming an ever more important part in the Bank's earnings performance, both nationally and internationally. Foreign commercial business, especially export-related transactions, turned in sound gains. Commerzbank also broadened its engagement in investment banking, lead-managing 26 foreign DM bond issues and co-managing 53 others. Trust business, including portfolio management and broker/dealer services, registered sturdy growth. Own-account activities once more contributed notably to the year's results, as did the operations of the Bank's foreign branches and subsidiaries.

»Once the mind

is set on something

any challenge

can be met«

Backed by solid financial and human resources, Commerzbank is active around the clock, around the world. Its international presence, which now includes some 70 outlets in over 30 countries, is to be extended this year through a wholly-owned subsidiary in Zurich and a fourth US office in Los Angeles.

Commerzbank Group Highlights							
	1984 in DM billion	1983 in DM (eilion					
Total assets	122.7	113.2					
Borrowed funds							
up to 4 years	<i>7</i> 8,7	71.8					
4 years and over	38.5	36.4					
Total lending	90.3	84.6					
Capital and reserves	3.1	2.9					

For further information, please contact: Commerzbank AG, Public Relations Dept., P.O. Box 2534 D-6000 Frankfurt/Main, West Germany, Telephone: (69) 1362-1, Telex: 411246

Branches and Subsidiaries: Amsterdam, Antwerp, Atlanta, Barcelona, Brussels, Chicago, Hong Kong, London, Luxembourg, Madrid, New York, Osaka, Paris, Ratterdam, Singapore, Tokyo. Representative Offices: Bahrain, Beijing, Buenos Aires, Cairo, Caracas, Copenhagen, Jakarta, Johannesburg, Mexico City, Moscow, Rio de Janeiro, São Paulo, Sydney, Tehran, Tokyo, Toronto.

Pay curb warning to unions

By Brian Groom

MR. ROY HATTERSLEY, deputy leader of the Labour Party, told the union movement yesterday that the speed at which a future Labour Government could reduce unemployment depended on the willing-ness of trade unions to accept pay

Addressing the annual meeting of the Amalgamated Union of Engineering Workers in Eastbourne, he outlined the Labour leadership's vision of an even closer relationship with the unions. He talked of a contract, but one in which the unions must participate in making hard economic decisions.

He said: "I repeat to you the promise which I made to the Labour Party conference. I have no intention of advocating, even less of introducing, either a statutory incomes policy or an incomes policy which – although theoretically vo-luntary – is dependent upon coer-

When a Labour Government provided a massive boost to the economy, the more that could be chan-nelled into investment, training and job creation the more rapidly un-employment would fall. The movement had to decide how the new resources were shared between wages, public services and jobs.

"My own hope is that the over whelming majority will be concen-trated on jobs. But I cannot make the choice alone. On my own, I cannot make this choice at all. It has to be made in partnership. Your decision about the speed with which we reduce unemployment is probably more important than mine, but together we have to face it."

Speaking optimistically of Labour's general-election chances, he emphasised the need for realism, and not promising more than the party could deliver or the economy afford.

The DIY magazine for the money enthusiast

GET FOUR ISSUES FREE

For the last 125 years the INVESTORS CHRONICLE has been the trusted counsellor for the money enthusiast.

Serious about investing? Then the INVESTORS CHRONICLE is the magazine for you. No other magazine can rival the depth and scale of our financial intelligence. Our team of specialist analysts and journalists give

investors all they need. An invaluable weekly company reports service asset performance and potential of UK companies. Positive buy/sell share recommendations. A wealth of performance statistics. A low-down on international markets. The news behind the investment scene AND personal finance every week.

Money Monitor' – your weekly guide to personal finance.

Money Monitor' is the special section in the INVESTORS CHRONICLE devoted to helping you plan your own personal finance. It keeps you up-to-date with the best buys around in the savings and investment market, tax pointers and a host of crisp and informative articles to keep you abreast of latest developments and news in the financial field. And, there are regular suit trust

Why should interior decorators and weekend gardeners have it all their own way when there is also a DIY magazine for people like you. Subscribe now to this weekly mine of investment information and take advantage of our trial offer of FOUR FREE ISSUES. Simply fill in the coupon and post it today.

Light on the money.

THE FINANCIAL TIMES BUSINESS To investore Chronicle, Marketing Departs ECAA IND. I would file to take out an angual subscripts for the ponce of \$1 mease - plus a money hack within the trait four weeks we will reland yo Please thick appropriate box [548.00 UK and breisned [578.00 UK and breisn	nent, Greystoka Place, Potter Lane, London on to INVESTORS CHRONGLE - SS issues
[] I wish to pay by Access/Diners/America Card No.	r Extraore, Arer
16/Ms/16m	
Job Tirle	
Address	
Post town	fostcode

--- London EC4P 48T. Read. No. 98

ARDIL

Suppliers of fine quality consumer goods to retailers worldwide



LONDON

30 Weibeck Street, London, WIM 7PG Telephone: 01-486 6010 Telex: 21334 ARDIL G

DUSSELDORF **GENEVA** HONG KONG

PARIS TOKYO Clydesdale Bank PLC

BASE RATE

Clydesdale Bank PLC announces that with effect from 22nd April 1985 its Base Rate for Lending is being reduced from 13% to 12½% per annum



Delta's Medallion Business Class

To Atlanta. Luxury At A Saving.

Business was never such a pleasure. Enjoy a choice of gourmet entrées and desserts. Elegant china service. Cocktails, fine wines, champagne, liqueurs.

Relax in the lap of luxury. New wider seats are long on comfort. Separate cabin area, with all 2-by-2 seating.

Priority disembarkation and baggage service. Increased baggage allowance. First Class accommodations with Sleeper Seats are also available.

Call your Travel Agent. Or call Delta in

London on (01) 668-0935. Or call Delta in Frankfurt on 069 23 30 24. Delta Ticker Offices are at 140 Regent St., London W1R 6AT and Friedensstrasse 7,6000 Frankfurt/Main. Schedules are from London and Frankfurt and are subject to change without notice.

Delta Gets You There

المكذامن الإعبل

Stronger stalls tube price rise

THE SHARP rise of the pound against the D-Mark in recent weeks has given the British Steel Corporation a case of the jitters over a planned 3 per cent price increase next month on welded tubes and structural hollow sections, Ian

"They sent out a new price list last week," one large customer said yesterday. But then they phoned to tell us they had not finally decided

whether to implement it or not."

BSC Tubes, the tube-making divi-sion of BSC, always faces strong competition from European makers of such products, and the rise in the value of sterling has given contin-ental producers an additional edge in the UK market The pound has risen more than 7 per cent against the D-Mark in the past two months. BSC Tubes declined to comment

on its pricing difficulties, but it may be especially concerned about the plans of Voest-Alpine of Austria. which has a large share of the UK

market for hollow sections.

Voest said yesterday it would definitely be raising its UK prices next month, and it hoped to raise them more than 3 per cent. The amount depended on developments in the foreign exchange markets. A decision would be made on May 8.

BSC Tubes may also be concerned that European and other tube makers will start moving tonnages into Britain that they would previously have tried to ship to the U.S. The U.S. has recently constituted westward agreements with chided restraint agreements with most leading steel-producing countries. In the cases of the EEC countries, that has involved a sharp reduction in allowed shipments of

Also, tubes and hollow sections re not included in the European Commission's restructuring programme for the EEC steel industry, and so output, prices, market shares and imports of them are not

STEEN SEED STATES

di Company

grade in personal h

- 176

1000

E PRET POLITIC

restricted in any way.

COURTAULDS, the textiles group, rejected criticism by a Tory MP of its planned closure of two plants in North Wales, which will result in the loss of 1,100 jobs.

Mr Keith Raffan had described the forthcoming shutdowns, in Wrexham and Greenfield, as "the macceptable face of capitalism." Courtaulds said it had acted on the basis of "industrial and commercial

DENG XIAOPING, China's leader, has ordered wallpaper from the Lancashire company of Graham and Brown to redecorate his office

and VIP lounge.

☐ LABOUR PARTY and the trade unions are laying out a new ecowill form a leading part of their platform at the next general election. It abandons any detailed mechanism for reaching agreement on

The draft agreement was endorsed yesterday by the Trades Union Congress/Labour Party liaison committee. An indication of a new relationship between Labour and the unions was given by Mr Roy Hattersley, deputy leader of the party in an address to the engineering union. Report, Page 19

□ MOST of the 6,000 industrial workers at Rosyth Royal Naval Dockyards, Fife, stopped work for half a day at noon yesterday in response to government plans to hand Rosyth and Devonport Dockyards over to commercial manage-

Several hundred Ministry of Defence workers at three naval depots in Fife and Lothian also stopped work in support of the action.

Those stoppages follow a walkout last week at Devonport by more than 10,000 bine-collar workers.

☐ AIRSHIP INDUSTRIES, a subsidiary of the Australian Bond Corporation, has sold one of its Skyship 600 series of airships for £4m to Canadian Engineering Surveys.

The company has already sold Company, a subsidiary of Japan Air Lines, which has also stated its intention of buying two more Skyship 800s before the end of 1986.

Other airships have been leased to the French navy and the U.S.

Outlook better for retail sales after March rise

SALES

umman

Although sales in the thre

months to March were 1 per cent

lower than in the previous three months, the level was still 4 per cent higher than in the first three

Retailers: throughout - the . UK

were confident yesterday that sales

would remain buoyant for the next

few months. The March figures

were very good and we are very opt-

imistic about the future level of re-

tail sales," the Retail Consortium

months of 1984.

SPENDING in shops recovered sharply in March after some apparent slowing down at the beginning of the year, according the latest pro-visional estimate issued by the Department of Trade and Industry

The figures showed a 1 per cent rise in the volume of retail sales between February and March to bring the level back up to that achieved in the final quarter of 1984.

This recovery followed some falling off in January after an excep-tionally buoyant level of sales in December, even allowing for the normal Christmas boom.

However, the most recent surveys of the retailing industry by the Confederation of British Industry and the Financial Times suggest that the underlying trend of sales has remained buoyant and that the outlook is good.

Some observers had expected rates and the steeper increase in prices recently would have a subduing influence on sales. Those factors do not appear to have had a heavy impact so far, however.

Feasibility contracts | Iveco (UK) awarded for long-range missile

THE UK, West Germany and the by Bodenseewerk Gerätetechnik of U.S. have taken a further step towards the production of a longgeneration cruise missile for attack-ing enemy airfields and installations. The proposed new missile will be designed for launch from the ground or aircraft, just like the existing cruise missiles.

Two consortia of aerospace companies from the three countries have been chosen by the U.S. Department of Defence to carry out feasibility studies into the new mis-

tractor and Thorn EMI Electronics, the UK's leading private sector de-signer and maker of electronic fuses, and Dornier as lead contractor in West Germany.

Bölkow-Blohm of West Germany.

The long-range stand-off missile craft, such as the Anglo-German-Italian Tornado, to destroy enemy airfields and other heavily defended installations without overflying the target. There is increas Tornado might be vulnerable to at-tack if it relied exclusively on conventionally dropped bombs to de-

stroy targets.

The missile is to be conventional ly armed. Industrial feasibility stud-The first group is led by General ies are to last 15 months. They fol-Dynamics and includes Runting low a memorandum of under-Engineering as the lead UK con-standing signed by the UK, U.S. and West Germany last July.

The two winning consortia will fight bitterly to win the eventual development contract for the missile, as work valued at hundreds of milli-A part of Boeing Aerospace in the US. is to lead a group including British Aerospace and GEC Avionics in the UK and Messerschmitt-tract, last night.

The full-scale production contract The choice of consortia led by for the new missile will be worth General Dynamics and Boeing eliminates a third bidder for the fea- of dollars, if it goes ahead, as seem sibility study contracts. That was a likely in view of the growing threat consortium led by McDonnell Donglas of the U.S. and joined by Marconi Defence Systems in the UK and

boosts earnings by 12.5%

THE BRITISH subsidiary of Iveco. the Fiat-owned group that is Western Europe's second-largest heavy truck producer, boosted its net profit by 12.5 per cent, from £2.7m in 1983 to £3.036m last year.

That consolidates the UK company's recovery after three years (1980-82 inclusive) when its losses totalled £14m. Mr Alan Fox, chief executive of

Iveco (UK), reported that the com-pany had made record vehicle sales in the first quarter of 1985 and should be able to continue its pro-gress on the financial front as well. Currency exchange rates be-tween the UK and Italy, West Ger-many and France, where Iveco produces its vehicles, had moved in favour of the British company, "so the 1985 profit should not be lower than

that for 1984." However, costs were rising in Ita-ly and if Iveco (UK) was to make much more than a C3m net profit this year it would have to find a

year rose 25 per cent from the 1983 level – from £44.55m to £55.17m – and operating profit was up from £3.9m to £4.1m.

Charter for Jobs set to 'reverse defeatism on joblessness'

BY OUR POLITICAL STAFF

terday with the aim of forcing the ment, to lower taxes on jobs, in unemployment.

the notion that government policies countries and on how a job guarando and can affect unemployment tee scheme might work. for good or ill," Sir Richard O'Brien, the chairman of the trustees of the new campaign, said.

The launch was deliberately lowkey, involving only Sir Richard O'Brien, Professor Richard Layard of the London School of Economics, the chairman of its executive committee, and Mr John Shields, the director and a former Treasury econ-

None of the prominent politicians who back the campaign appeared at critical.
the press conference. That was ap ntly in an attempt to concentrate attention on policies rather than on any differences of emphasis between the political supporters.

Newspaper advertisements calling on the public to sign the charter will appear this week.

THE all-party Charter for Jobs was ment to proposals for direct govern-formally launched in London yes-ment action to reduce unemployand a job guarantee for the long-

ployment institute have been set up because the 115 founders want "to reverse the tide of defeatism about ing on the structure of the labour unemployment and to re-establish market, policies adopted in other

> Sir Richard denied that the cam paign was a front for the SDP and pointed to the wide range of representatives from politics, busine the trade unions, universities and

However, only a handful of Tory MPs, all senior former ministers, are involved. On the Labour side, while some members of the Shadow Cabinet and TUC leaders are sponsors, other Labour MPs are more

Mr John Prescott, the opposition employment secretary, questioned whether the new group was truly non-political and said there was a danger that it might depict Labour's policies as extremist, since Labour was committed to full employment and the charter did not include any

Brokers may block **SE** vote

By John Moore

SMALL stockbrokers are considering a campaign to block a key reform at the stock exchange that would allow outside financial groups to own 100 per cent of stock exchange firms. Mr Derek Greenwood, a partner

with stockbroker Seymour Pierce, has called together a steering com mittee of small brokers in an effort to consider tactics for a crucial vote at the stock exchange on June 4. At that meeting the 4,500 members of the stock exchange are to decide the future structure of the exchange and vote on changes that would allow the full control of firms by outside groups. Outsiders are at present limited to a bolding of no

nore than 29.9 per cent. Sir Nicholas Goodison, chairman of the stock exchange, is seeking a simple majority of those voting to relax the rule and allow outsiders to

"It is a little unfair that outsiders ownership not achieved."

Mr Greenwood held a meeting of the steering committee last week.

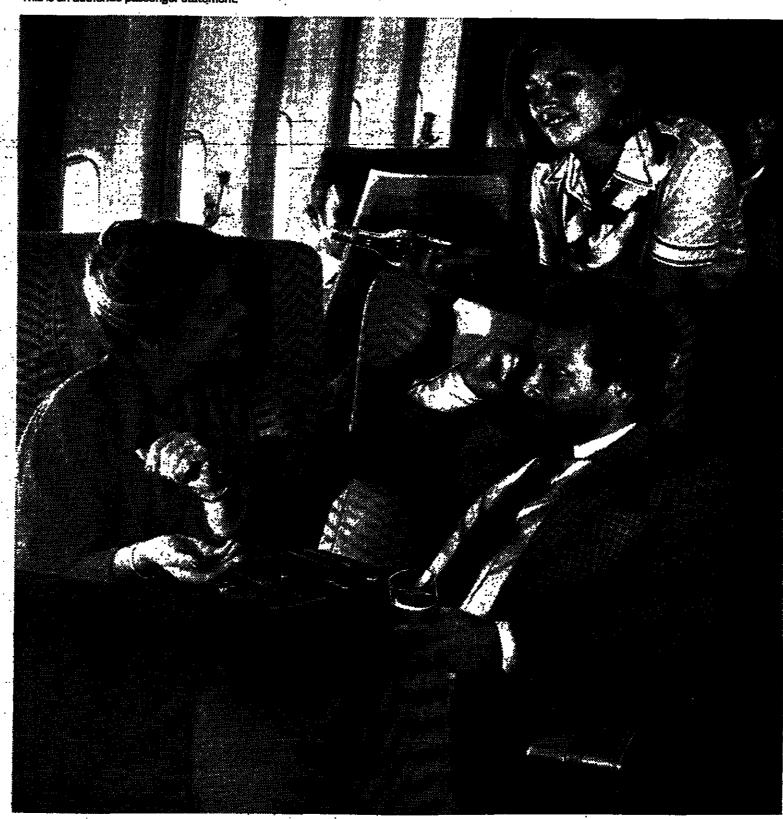
The committee consists of stock exchange members from stockbrokers Paul E. Schweder Miller, Margetts & Addenbrooke, Illing-worth & Henriques, Walter Crips Weddle Beck, Albert E. Sharp, and

It was formed last year in an effort to slow down the pace of change taking place at the stock exchange and to ensure that the small hrokers were represented in the de-cisions formed by the exchange's roling council. A strong lobby organised by the committee last year gained the election of three mem-bers of the smaller firms to the

The steering committee is canvassing the market at present to see whether there is enough sup-port for a formal meeting of possi-ble dissident members to discuss

ensure that other representatives from its ranks are elected to the stock exchange ruling council. A notice for nominations to the council is due to be posted on Thursday and the list will close on June 11. If the number of places available on the council, an election will take place on June 20.

"With Lufthansa you even forget you're in the air."



Chicago plans FT-SE index futures contract

BY ALEXANDER NICOLL

100 Stock index in the first half of tures Exchange (Liffe).

Index futures enable investors to next year. Plans, announced earlier

mulated in the U.S. based on a non-U.S. index - will be denominated in chase or sale of a fixed amount of

THE CHICAGO Board of Trade ex- tion. A futures contract based on pects to begin trading a futures con-tract based on the London FT-SE London International Financial Fp.

this year, are to be formally lodged in the next few weeks with the Commodity Futures Trading Comussion.

U.S. investment managers and indi-the contract – the first to be for-viduals who invest in UK equities.

The FT-SE 100 reflects the share not run to delivery as positions are movements of the 100 largest UK closed out before the contract ex-

BEACON PUBLICATIONS PLC

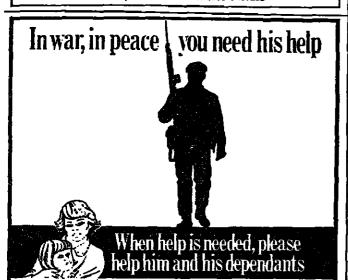
THE INFORMATION PUBLISHERS



The Queen's Award for **Export Achievement 1985** As specialists in the production and sale of annual Guides for industry

and commerce in the Middle East and United Kingdom, we are delighted to receive this Award.





A donation, a covenant, a legacy to THE ARMY BENEVOLENT FUND will help soldiers, ex-soldiers and their families in distress

DEPT. FT. 41 QUEEN'S GATE, LONDON SW7 5HF

move to regain control of funds

BY RAYMOND HUGHES AND PHILIP BASSETT

terday to take steps to regain con-trol of the funds lost to the union by its defiance of the High Court.

After a delegate conference of the National Union of Mineworkers, Mr Trevor Bell, leader of Cosa, the white-collar section, said it had been agreed to get money back from overseas "in order that our members' funds should not any longer be subject to the costs of litigation and administration being charged against it. We feel the with the money.

Mr Arnold would then be able to

ciently already." Another delegate said that Mr Michael Arnold of chartered ac-countants Arthur Young, the court-appointed receiver of the NUM assets, would be informed of the decision to bring back the money.

Mr Bell said he understood a sum of £6.5m was being held in Luxembourg, Dublin and Zurich. In fact, only £2.75m of NUM funds remains overseas, frozen in a

Dublin bank account and awaiting a ruling by the Irish High Court on who is entitled to it. The union would have to apply to the Dublin court for the freezing or-der to be lifted, and would probably

have to undertake to hand the money over to Mr Arnold or, more likely, four partners in Price Waterhouse, the High Court-appointed se-

Mr Arnold is holding about £217,000 released to him by a Zurich bank this month and £4m he

MINERS' LEADERS decided yes-recovered from Luxembourg in

February.

The first thing the union will have to do is to sign an undertaking not to take legal action against Nobis-Finanz International, the Luxembourg bank that handed union funds over to Mr Arnold.

Until that is done, the £4m is blocked to cover an indemnity given by insurers on Mr Arnold's behalf to the bank, in case it were to be sued by the NUM for parting

go to the High Court and seek direc-tions about what he should do with the money - more particularly, whether he should hand it over to the union.

The court would almost certainly say that if the union wanted its funds back it must first purge its contempt of court that led to the imposition of a £200,000 fine and se-

The delegate conference also endorsed the union's acceptance of a two-year pay deal that will give miners an average increase of 12.5 Mr Arthur Scargill, NUM presi-

dent, said the deal - 5.2 per cent for 1983-84, a further similar rise for 1984-85 and consolidation into basic of 47p a shift - was accepted with only one vote against. .

The union will now press for a

"substantial" increase to follow that, when the agreement accepted yesterday runs out in October.

Miners' leaders | Kinnock pledges to drive out hospital services contractors

BY DAVID BRINDLE, LABOUR STAFF

drive contractors out of the Nation- and Conservative governments dural Health Service (NHS) by restoring the 1950s and 1980s.

In the 1950s and 1980s.

Mr Kinnock was addressing the

dering, Mr Neil Kinnock, the Lathe Royal College of Nursing, which bour Party leader, said yesterday.

In a policy speech on the health compile reports on the failings of service he also pledged to make contractors who provide cleaning. good - although by stages - the slip- catering and laundry services unpage in nurses' pay, which he said der the Government's competitive had fallen by 20 per cent in real tendering programme.

Mr Kinnock was translation of the competitive terms since 1980.

cent annual growth in NHS re- gramme had meant the dismissal of sources. Significantly, however, he experienced support workers, wage

A LABOUR Government would below the level achieved by Labour cleanliness. The expectation had the deficiencies.

services in place of competitive ten- annual congress at Bournemouth of

He restated Labour's aim of 3 per plauded when he said the promade the point that that would be cuts and reduced standards of

Tesco launches own-brand cigarette

been that nurses would cover up for

He said Labour promised to restore nurses' income to the level of 1980. His commitment came two weeks after Labour made a similar pledge to teachers, although again the commitment carried the rider that restoration would be in "systematic and agreed stages."

A 20 per cent increase would add about £660m to the present pay bill for nurses of £3.3bn and Mr Kinnock said to make a commitment to a single award of that size would be

10 per cent in the near-future," Mr

Scott-Malden said. He said how-

ever, that with the budget adding 6p

to a packet of 20, the market's

growth might be affected by in-

Aircraft groups in engine venture

By Michael Donne, Aerospace Correspondent

ROLLS-ROYCE has signed an agreement with two European engine companies, Turbomeca of France and Motoren und Turbinen Union of West Germany, for future collaboration on small gas-turbine engines for helicopters and fixedwing aircraft.

The aim is to promote the sale of three new engines under development by the companies. They are the Rolls-Royce RTM-322, a joint venture with Turbomeca, the TM-333, under development by Turbo-mecs; and the MTM-385, under development by MTU and Turbomeca. The engines cover the power range up to about 2,100 horsepower,

but derivatives of them would carry this up to about 3,200 horsepower. Other European small-engine manufacturers may be invited to join the consortium.

The pact, the European Small Engines Co-operation Agreement, is designed to preserve the independent dent and competitive European cap-ability for designing, developing and manufacturing small gas turbine engines, primarily for helicop-ter use but also as turboprop and turbofan engines for small fixedwing aircraft, such as business air-

The pact was signed by Mr Raha-Robins, managing director of Andre-Royce; Mr Gerard Pertica, Wespresident of Turbomeca: and Me Hans Dinger, vice-president at

TESCO, one of Britain's largest su-permarket chains, has launched an own-label cigarette in the fast growintroducing just another own-label market, including brands such as line." Tesco at present offers about Sovereign, sold by Gallaher, ac60 per cent of its products in owncounted for about 8 per cent of the label ranges. total UK cigarette market. "This cheap sector, including own-label, could increase to around

ing cheaper end of the cigarette

During the past two years, ownlabel cigarettes selling at signifi-cantly lower prices than brand leaders have secured nearly 4 per cent of the 56bn a year UK cigarette market

The Tesco Virginia king-size ciga-rettes, priced at 99p for 20 while pre-budget stocks last, are sold through about 350 cigarette kiosks in stores, operated by a Tesco

A Tesco official said: "There appears to be a commercial opportunity in this niche of the cigarette market. We do not feel we are entering

clining UK cigarette market has expanded rapidly over the past two years with more than 20 brands now in circulation. Individually, brand shares are small, with no one own-label cigarette taking more than 1 per cent of the market. One of the first own-label cigarettes was introduced by Victoria Wine, the Allied Lyons off-licence subsidiary and the company's own-brand cigarettes now account for about 15 per

Mr Nyren Scott-Malden, of stockbrokers De Zoete and Bevan, said own-label sector with its low profit

Bell cuts

shipping

By Andrew Fisher, Shipping Correspondent

workforce

BELL LINES, the Irish-flag shipping company that operates con-tainer services between Ireland, the

UK and northern Europe, is making 100 sea and shore staff redundant

after losing I£250,000 (£203,000) last

The loss, after profit of I£1.5m

financing costs.

UK and continental Europe.

crews of up to 20 people, several more than vessels operating out of Hamburg or Bremen, he added. The company has a fleet of eight ships. two of which were lengthened at

Mr Hollwey, whose family owns Bell, said the present action was "initially to ensure the survival of the company and then to get back to the sort of profit level we need to maintain and improve our busi-

This year, Bell Lines hopes to make a profit. The first half of 1984

produced a profit of IC750,000 which was more than wiped out in

cost of I£1m last year.

the second six months.

creases taking prices above the £1 Many of the own-label products sold in Britain are manufactured on the Continent by European compa-

nies with spare capacity. UK cigarette manufacturers, such as Imperial Tobacco, have not entered the

BASE LENDING RATES

Bank of Scotland 121% Banque Belge Ltd. 121% Barclays Bank 123% Beneficial Trust Ltd. 131% Brit. Bank of Mid. East 121%

the previous year, came mainly in the second half as a result of the UK dock strikes, ship repair costs and the strength of the dollar. Un-like deep-sea shipping operators, Bell lacks dollar revenues to offset its dollar-based fuel and container The job reductions, to be carried

out as far as possible on a voluntary basis, will affect 50 of the 150 seafarers and 50 of the 800 shore staff and be spread between Ireland, the Bell Lines, part of the privately

owned George Bell group, wants to bring its crewing levels down to those of the efficient West German coastal ship operators, Mr George Hollwey, the chairman, said. Bell's small container ships have

C. Hoare & Co. 121% Hongkong & Shanghai 121%

Edward Manson & Co. 23 Meghraj & Sons Ltd... 13 % Midland Bank 13 % Morgan Grenfell 13 % Mount-Credit Corp. Ltd. 121% National Bk. of Kuwait 121% National Girobank 13 % Marional Girobank 13 % National Girobank ... 13 % National Westminster 121% Northern Bank Ltd. ... 13 Norwich Gen. Trust ... 12 People's Trust ...

United Bank of Kuwnit 1219 United Mizrahi Bank... 1219 Westpac Banking Corp. 13

Whiteaway Laidlaw ... 131% Williams & Glyn's ... 121% Wintrust Secs. Ltd. ... 131% Yorkshire Bank ... 121%



In Athens there's one luxury hotel the rest are judged by HOTEL ATHENAEUM

01-408 0287. 01-629 0223 Tx.8814709



THE ADVANTAGE IS INTER-CONTINENTAL **OINTER-CONTINENTAL HOTELS**

89-93 Syngrou Avenue, (301) 902 3666 Telex 221554 For reservations call: London (01) 491 7181, Paris: (01) 742-07-92, your nearest Inter-Continental office or your usual travel agent.

TWA is America in the air.



If you're visiting America this year you'll want to start enjoying that wonderful American life-style as soon as you can.

That's why you should fly TVVA. They're Americans. They know how to welcome you.

make you feel at home. Great American service

On TWA we make sure you have

every comfort to make your flight enjoyable Like a choice of meals Like drinks and in-flight movies, and games and special attention for the kids.

And that very friendly, good old American service, all the way.

Great American airline TWA is the biggest airline across the Atlantic. Not only that, TWA's very big in America too.

We fly to over 60 US cities. Nobody knows America better Your TWA Main Agent can advise you on the best flights and routes to suit you.

You can't do better than starting your American trip on a TWA widebody flight.

That way you won't be just on your way to the USA. You'll be there.

Leading the way to the USA





THE ARTS

Behold the Sun/Duisburg Max Loppert

The Deutsche Oper am Rhein, include the choral work that model German company Babylon the great is fallen and based in the Rhine cities of the high-soprano concert aria Discaldon and Duisham this case of Babylon the Sun time. Düsseldorf and Duisburg, this also called Behold the Sun (in year celebrates its 25th anniver fact an excerpt from the opera's sary. To mark the occasion, a second scene, where it funcsecond opera was commissioned from Alexander Goehr of Mrs Berninck's son, Chris-(curiously, it was an earlier tian).

German commission, from Ham-German commission, from Hamburg, that brought his first, Arden must die, into existence). A new work by one of the three leading British composers of the Expressionist tradition. He has middle generation always discovered ways of reviving not arouses special interest. How just the forms (aria, fugue, etc) much more so the new opera, Behold the Sun, given last Friformal articulation — ways day its première as Die Wieder. Behold the Sun, given last Friday its première as Die Wiederdiuje (The Anabaprists): for it comes as the climax of all the Schoenbergian serial Goehr's recent compositional activity, the broad stream into compression of violently turbich various past tributaries of thought and sound can be heard to flow.

Goehr has taken as his subject the Anabaptist uprising in always been articulation — ways distinct from Stravinskyan reclamment on the one hand and the Schoenbergian serial analogue on the other. The compression of violently turbication in the other into a structure of this kind is a redical undertaking — at once "conservative" (as Goehr has taken as his subject in always been) and innovative a livery been and innovative as the climax of all the Schoenbergian serial compression of violently turbication.

the Anabaptist uprising in always been) and innovative, a Münster in: 1534, which was followed by the town siege and the "without descending into establishment therein of the Hollywood phantasmagoria." lowed by the town siege and the establishment therein of the "kingdom" ruled over by the Anahaptist leader, Jan Bokelson of Leyden. From this Meyer-beer and Scribe had previously made their Prophète; it was, however, easy enough to put the world of Meyerbeerian grand opers out of mind in Behold the Sun, for between the two composers and works lie more

ment upon this project.
But it was the final chapter of Norman Cohn's brilliantly perspicacious and illuminating ity, The Pursuit of the Millenium in the lattice the conception of large-scale music-dramatic work — whether opera or oratorio was at first undecided —treating the Anabaptist pheno-menon and taking up the themes of religious fundamentalson and revolutionary mysticism which it offers. (Goehr admits that in the early 1970s he could not have foreseen how newly topical the subject might grow to be in the era of Khomeini

lks to

11.75

The state Same,

licy

nd Jonestown. As the conception focused itself into an opera, Goehr (assisted in his shaping of the libretto by the playwright John McGrath) determined upon a form that would accommodate form that would accommodate all his various specific artistic preocrupations, priorities, and influences—from Brecht, and Hindemith (whose joint Lehrstück suggested possibilities of approach), from the 18th-century: Baroque eratoriorin, its Bachian and Handelian summations, from Schoenberg's Moses and Arox. und Aron

The result can - and I think should be called opera-oratorio, even if Goehr himself has resisted that admittedly rather incommodious label. In three acts sub-divided into 10 scenes, various key points in the growth, decadence into fantasy and violence, and final collapse of the Anabaptist ideal

are nagged.

The opening scene shows the grip of the new belief growing in the mind of an arms of the playing in the bird and in the mind of an exemplary Münster townswoman. Mrs Berninck; thereafter, the his-torical personages of the Anabaptist prophets, Matthys (baritone) and Bokelson (tenor), are introduced, and a series of formal tableaux follow the events to their conclusion using the full machinery of orchestra and chorus (called turba as in the Bach Passions). The heroine, Divara (soprano), ine nerome, Divara (soprano), is an elaboration upon history; she was Matthys' wife and after his death Bokelson's queen, but here she also serves as vessel of the genuine idealism and fervour involved

in the uprising

Behold the Sun has been a composed several concert works now "explained" in the opera's larger context; these lace curtains and graceful

In all these works Goehr has

But does it work? On the evidence of a single encounter, and a rather unsatisfactory one at that, I hesitate to pronounce. There is much wonderful music in the opera — influences of Bach, Janacek, Stravinsky fruitfully absorbed; Goehr's characteristically economical orchestration shedding a dry, composers and works lie more than just 135 years. In an interview with Bayan Northcott (published in this month's Copera), Goehr relates how an interest in Messianism had long preceded his actual commencement upon this project.

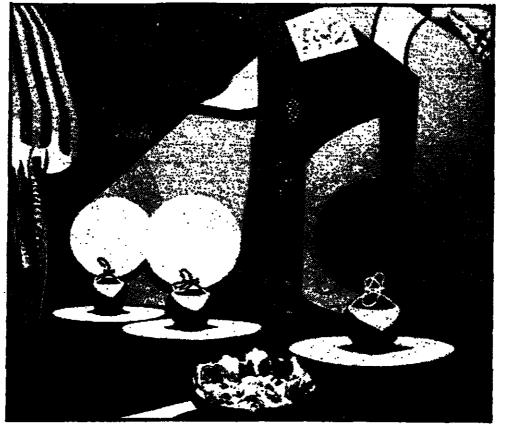
But it was the final chapter of Norman Cohn's brilliantly perspicacious and illuminating orchestration shedding a dry, sombre luminosity on the stage; whole passages (such as the visionary aria and a long duetria for two women in Act 3) in which intention and achievement are felt to be indistinguishable. What I missed, last Friday, was a sense of theatrical animation pushing veins through the whole edifice veins through the whole edifice
— particularly so in the scenes built upon large choral partici-pation; the chorus may be the work's protagonist, but with it the threat of neo-academicism. elsewhere held at bay, comes

> For myself, I'm unable to estimate how much blame given at a recent should be directed at the mismusic weekend in l conceived production by Bohumil Herlischka in Ruddi Barth's designs, quite lacking in the appropriate formalised dimensions and rather ridiculous in its picturesque inventions; and how much at the unfinished musical presentation. more like a final run-through, under Hiroshi Wakasugi. The large cast included Norman Bailey (admirable as Matthys), Udo Holdorf (Bokelson), and Celina Lindsley (Christian); Berit Lindholm's sharply etched presence may have been an asset in Divara's role, though her powerful but now mostly acid vocalism cannot have been what Goels had in mind.

star-nexten spieucoar or eath-burgh's Lyceum, through whose domed ceiling you half expect the Queen of the Night to glitter vengefully.

Colin MacNeil's set for what hat been called the first (1893) play to deal with an industrial

dispute—this scarcely appetis-



Patrick Caulfield's "Wine Bar" (1983), on show at the Waddington

Music in Australia

Arthur Jacobs

would I expect the Bach ter-centenary to be marked by the performance of a two-piano piece called Blithe Bells. Under this title, the Bach cantata movement commonly known as Sheep May Safely Graze was elaborated by Australia's omnivorous musical pioneer and revivalist, Percy Grainger, complete with most harrouse. complete with mock-baroque twiddles and fanciful sheepbell suggestions. The piece was music weekend in Mittagong, some 50 miles from Sydney, in an entertaining programme designated as "Butterley's Birthdays."

The 50th birthday of Nigel Butterley, one of the more prominent of the middle genera-tion of Australian composers, was being celebrated along with Bach and Handel's 300th. Berg's 100th, Berio's 60th and Tippett's 80th. A style not un-like Tippett's emerged in a densely flowering, tautly constructed solo piano piece by Butterley himself, entitled Uttering Joyous Leaves (the quotation is from Walt Whitman). The whole festive weekend, with Australian and Hua-

The Weavers/Lyceum, Edinburgh

Martin Hoyle

Wooldridge's Edinburgh's production reduces them to 26.
Despite translator Frank
Marcus's assertion in his intro-

ductory note that each one is

rounded and individual, a cer-

dispute—this scarcely appetising description may explain the
comparative paucity of producers rushing to produce it in
this country—is three-tiered: a
vividly striking equivalent of
those medieval diagrams of the
social hierarchy. The workers
toil below; above, the officious
overseer haggles over their products and pays less than subsismanages a carefully differen-

overseer haggles over their protion as there is. John McGlynn
ducts and pays less than subsistence wages. These two levels tiated double with a sturdy sub-

Hauptmann's play calls for mentally the English, if not the more than 40 characters; Ian British, shy away from too har-

provides a substantial stipend for a chosen younger composer each year (at present Vincent Plush, born 1950), claims to be the world's biggest entrepreneur in chamber music outside the state-run bodies of the Soviet bloc. Its parallel in orchestral music is the Australian Broadcasting Commission - which, however, might soon lose that

function. An official inquiry has just recommended that Australia's five State orchestras should be removed from the ABC's direction and given to the States themselves. The other States' jealousy of New South Wales and Sydney (where the ABC headquarters is located) here shows its head.

rowing a portrayal of depriva-tion (in Galsworthy Strife it

is comfortably distanced, and Dickens carries the antidote of

middle-class sense and senti-mentality round with him).

Still, the dozen or so principals

give committed performances: Maggie Jordan's Frau Heinrich,

wildly as the clergyman's wife, nodding and mugging even when not being spoken to;

garian folk music troupes as a Mackerras, is only intermitgarian folk music troupes as a Mackerras, is only intermitfringe to a wide range of lently present.

The Sydney Symphony occutestified to the vigour of Musica Viva, Australia's nationwide promoter and importer of chamber music.

This organisation, which also provides a substantial stipend press to be seed not in the largest but the second-largest hall in gentle from the original plan, opera is based not in the largest but the second-largest hall in the second-largest hall in the functional muddle within. In divergence from the original plan, opera is based not in the largest but the second-largest hall gest but the second-largest hall, with inadequate wing-space and an orchestra pit unable to cope with Wagner's or Strauss's largest specifications. But the Ausgest specifications. But the Australian Ballet, a company with considerable historical roots and now directed by Maina Geilgud, seems happily accomodated in that theatre—to judge by the performances I saw of Coppelia and a new quadrangle him.

> The familar Graduation Ball (Lichine/Johann Strauss) in-deed originated in Australia in 1940. Placed with it, the ballets
> Webern Opus V (Béjart), In
> the Night (Jerome Robbins,
> with Chopin nocturnes played
> by planist on stage) and Variaby planist on stage) and Variations on a Nursery Theme (Seregi, music by Dohnanyi) displayed the versatile talents of a fairly small company. In Robbin's work, receiving its Australian premiere, the pasted-deux of Joanne Michel and Jonathan Kelly was outstanding in its controlled passion.
>
> But a visitor might think it strange to find so intile Australian music, old or newly commissioned, in major Sydney series (outside some enterpris-

consider a revival of the once famous Corroborree. This musical score by John Antill. now 81, was greeted as a sort of Australian Rite of Spring when brought to London some 40 years ago by Sir Eugene

The bust of Goossens rightfully occupies a place of honour within Sydbey Opera House. The tragedy of a personal scandal, which led to his suddenly leaving Australia in 1958, is no longer allowed to obscure long-faced and wavering, is a Munch come to life; and an actress who can exasperate and move in equal measure, Irene MacDougall (over-reacting the nursery of Joan Souther) — the nursery of Joan Souther-land, among many other and artists. A hint of his pioneering achievement is glimpsed in the Behold the Sun has been a charge function in the course decade; at least, in the making. Alongside its creation Goehr composed several concert works and a reactionary and Sean McCarthy's composed several concert works has been a charge function in the part of the action, but the peak of pastor; and Sean McCarthy's worker's wife who puts her shortly to receive its first (condition) are as telling as words.

The pyramid, a hint of Biede of the action in the part of the course versive and a reactionary strong and restrained as a news that Strauss's Elektro is in which mine as for the loud-mouthed worker's wife who puts her shortly to receive its first (condition) are as telling as words.

The pyramid, a hint of Biede of the action in the pyramid, a hint of Biede of the action in the prejudices; the loud-mouthed worker's wife who puts her shortly to receive its first (condition) are as telling as words.

The pyramid, a hint of Biede of the action in the course versive and a reactionary strong and restrained as a news that Strauss's Elektro is in which mine as for the loud-mouthed worker's wife who puts her shortly to receive its first (condition) are as telling as words.

The proposed several concert works with the pyramid, a hint of Biede of the action in the course versive and a reactionary strong and restrained as a news that Strauss's Elektro is in which mine as for the prejudices; the loud-mouthed worker's wife who puts her shortly to receive its first (condition) and restrained as a news that Strauss's Elektro is in which mine as for the loud-mouthed worker's wife who puts her shortly to receive its first (condition) and restrained as a news that Strauss's Elektro is in which mine as for the loud-mouthed worker's wife who puts her shortly to receive its first (condition) and restrained as a news that Strauss's Elektro is in which mine as for the loud-mouthed worker's wife who puts her shortly to receive its first (condition) and restrained as a news that Strauss's Elektro is in which mine as for the loud-mout

Galleries/William Packer

Win or lose, it's the best

Exhibition is at present cele-brating its 14th more or less biennial occasion (at the Walker Art Gallery until June In recent years substantial rivals have been set up to occupy the interval, but it remains pre-eminent in the field, still the open exhibition in which working artists across the country most wish to take

It is not just (perhaps not at ali) the thought of winning which attracts them—although which attracts them—attnoting to win is always ather nice. With something over 2,000 entries each time, chasing sewer than 100 places, the odds against winning have always seemed only a little longer than action relection. The odds against selection. The prize money, though certainly prize money, though certainly generous, has never been exceptional, given the calibre of regular entry. However, the total purse has been boosted to £18,500 this time, the first prize almost doubling in value to £11,000—no small encouragement to any artist to the bit ment to any artist to try his

No: the show's the thing. For all Sir John Moore's con-spicuous generosity to contem-porary British art, sustained over nearly 30 years, his greater contribution and achievement in luring a fair-sized sample of the very best of it, time after time, win or lose, to his native

city.
The published names of his jury no doubt has some effect on entries, putting off here where it attracts there. I served on it myself last time, and know that effect to be but and know that energy to be but small. The critical usefulness, not to say importance, of the John Moores Exhibition, whether or not one likes what one finds, cannot therefore be over-estimated; by it we may the the terresorement of the contraction. take the temperature and keep an eye on the general health of painting in this country, watch-ing every symptom of influence from abroad, native vigour or decline.
Previous exhibitions have

acknowledged the pre-occupa-tions of the day: abstract expressionism and abstract contructivism, Pop art and hard-edge, minimalism and constructivism. These two shows past, the resurgent figurative expressionism has dominated; large in scale, romantic, emphatically "painterly," and, for the most

munity. Hitherto he has been known principally for his early conceptual work, most particularly for his work as a performance artist in that no-man's gether—that is all but sculptured. The paintings man and the companion of the painting o category between fine art and theatre. I shall long remember his Post Band of the early 1930s, and later, with the lovely Sylvia Ziranek in Paris, his "Une Tasse de Thé"; a singular event memorable not least for the unsolicited participation of

Francis Bacon.
His declaration of himself as a painter as such is rather more recent and was, in the first place, a direct function of his performance work, as he put on show the large, colourful, free-range drawings that were all but diagrams by which he developed and established each programme. This work still goes on. A set of drawings towards a performance he is to give at the Tate late in June constitutes a major part of his one-man show at Anthony d'Offay in London (9 Dering Street, W1, until April 26).

His winning Liverpool painting, "Oriental Garden Kyoto," and the other large paintings

and the other large paintings at d'offay, are works of a different order of intention and ambition. What may be quite acceptable in terms of experiment and proposition for work destined to be something else entirely, is less so when we have only what we see before us, to take or leave. Here, the hint towards a Japanese sensibility as much as his habitual high speed execution makes us draw breath a little, to ask a question. Speed and directness are, admitted very much to the point of the Japanese tradition. but not to the point where image is everything and the way of its statement nothing. Speed is not necessarily hurry, and there is nothing perfunctory or less than precise about traditional Japanese painting, calligraphy, or garden making. There are qualities of deliberations of deliberations of deliberations of deliberations of deliberations. tion and definition in that garden which McLean, so gifted and exciting an artist as he is,

has yet to register.

The winner of the second prize at the Moores is Stephen Buckley. He also is 40, criutically well-established; currently enjoying a one-man show at the Museum of Modern Art in Oxford (until June 2, then on to Belfast, finally to Liverpool). Beitast, finally to Liverpool). His work is not exactly figurative, but rather, positively and and freely associative. The viewer is always free to bring along to it whatever else he might have in his imaginative baggage.

Any specific pictorial space and reference in the imagery evidently fell away very early

evidently fell away very early on, but there has remained a strong sense and mood of place

Shakers/King's Head

Antony Thorncroft

nas marched an obsessive pre-occupation with the physical fact of the painting—with its support, and how it is put to-gether—that is all but sculp-tural. The paintings rear and float against the wall often in high relief. It is only the con-stant, painterly dialogue with the surface, now broken down, now solit apart now forced now split apart, now forced back again into an awkward, edgy integrity, that brings us back to a consideration of them as paintings indeed, and not painted objects. Like Mc Lean. Buckley is a consummate tease: Suggesting, prod-ding, tripping imaginative expectation.

Patrick Caulfield is another tease of sorts, and the most elegant and tronical of these three. He, too, has been an ornament of the John Moores ornament of the John Moores in the past, though not this one, and his latest one-man show is now in London, at Waddington in Cork Street (until April 27). It offers the most intriguing set of new work from him for many years.

While the maner, overall, seems as familiar as ever, with hard edges, flat colour, and generally uninflected surface, his subject, still, the near-kijtsch Formica-ridden interior of bar and foyer, his develop-ment is towards a more com-plex, fragmented pictorial space—a sophisticated latterday cubism close to the late ateliers of Braque but full of other, more recent allusion,

There is a more directly painterly, personal quality in the handling of the paint; a denser, more animated surface. Artists move at their own pace, fast or slow, but it is always good to see one who is ever slow, apparently predictable, not a prisoner but the careful director and master of his

Berlin Philharmonic for London

The Berlin Philharmonic Orchestra will make its only United Kingdom appearance this year at the Royal Festival Hall on April 27.

It will be conducted by its principal conducted by its principal conductor, Herbert von Karajan and will play Beethoven's Symphony No 4 and Strauss' Ein Heldenleben, The concert is sponsored by The Prudential.

Anita Harris joins 'Cats'

Anita Harris is to take the part of Grizabella in Cass at the

series (outside some enterprising university promotions). Since the Australian Ballet is contemplating another visit to London, the last having been in 1976, I wonder if it might not consider a revival of the newest and brightest architecture perhaps). reinforced by a most assertive surface, strong in colour and pattern and rich in material and she takes over from Marti surface. O'Neill compared him with painting, remains immutably ful death anticipates the pity in lbsen and Strindberg; Joyce the level of the boss, the much of O-Casey's work. spoke of his a masterpieces — employer, the factory owner. This courageous production Rased on a disorganised up. leaves me inconvinced house. spoke of his "masterpieces"— of which The Wenrers was one. Little known in this country, Gerhart Hauptmann is now playing in the biue and glit star-fiecked spleadour of Edinburch's Lyceum, through whose

Hull Truck, flush with successfrom Up n' Under, has brought another vignettle of northern life to the capital in Shakers, a tale not of 19th century religious folk in North America but of

has combined with Jane Thorn-ton on the script, presumably to ensure that the locker-room chat mers of a cocktail bar—the yobs

tail bar. Or rather there was plenty of the bad side, but does a cocktail bar never get a nice customer, do the girls ever enjoy a laugh, is work there such a succession of miseries? the girls who work in cocktail bars with names like, well And, of course, is it quite in vain to hope that a play from Shakers. the fringe can say a nice word,
This time writer John Godber just one, about men, or just one

ensure that the locker-room chat is accurate—women retain few screwing up courage to ask for mysteries after this lot. It is not a play, more a teries of tableaux screwing up courage to ask for a play, more a teries of tableaux Hooray Henrys braying their in which mime and some music prejudices; the loud-mouthed tableaux to the screwing up course to ask for a prejudices; the loud-mouthed tableaux to the screwing up course to ask for a prejudices; the loud-mouthed tableaux to a screwing up course to ask for a prejudices; the loud-mouthed tableaux to a screwing up course to ask for a prejudices; the loud-mouthed tableaux to a screwing up course to ask for a prejudices; the loud-mouthed tableaux to a screwing up course to ask for a prejudices.

potential rape. But if this script comes with

the seal of approval by the feminist movement the per-formances by Sherry Baines, Alison Grant, Marion Sumerway towards saving the evening. The tunnel vision of the writing leaves many questions about the characters unanswered but through the strength of their performances, not least their movement, you enjoy the rhythm and the almost balletic surrealism of the piece.

John Godber may have gone More so even, for I was quite turn, while the girls struggle for the easy verbal options in unconvinced that Shakers bore with the stock-in-trade experi
| much relation to life in a cock| ences of abortion, dates, and class.

WORLD-WIDE SERVICE BY

Jet Aviation - the international leading organization for business aviation with a charter fleet of 45 aircraft and world-wide nine maintenance bases offers you complete aircraft management, purchase, sales, financing, insurance, operation, crews, refurbishment, completion, maintenance and handling service of professional perfection. Our Air-Taxi service is available to you around-the-clock:

1 Beech King Air 200 - 1 Mitsubishi 2 -5 Citation II - 2 Learjet 35 - 1 Learjet 36 -5 Falcon 10 - 6 Falcon 20 - 7 Falcon 50 -



By Order of D.H. Gilbert, Esq. Liquidator of P&O Carpets Ltd., in liquidation, formerly one of London's most prestigious long-established Mayfair carpet shops **BANKRUPTCY SALE**

A VAST EXTREMELY VALUABLE CONNOISSEUR SELECTION
OLD CONTEMPORARY CHOICE HIGH & EXPORT QUALITIES
GENUINE HANDMADE REFERE & WIGHES A STOCK DECORATIVE & FINE

PERSIAN, TURKISH, CHINESE, CAUCASIAN, AFGHANISTAN, INDIA, PAKISTAN CARPETS RUGS & RUNNERS in all sizes including very large 50%-80%* OFF ALL THE STOCK ON HAND

P&O CARPETS LTD (In Liquidation)
63, South Audiey Street London W1 Telephone 01-629 9678 OPEN Monday - Friday 10 am - 6 pm. Saturday 10 am - 4 pm

Arts Guide

Music/Monday. Opens and Ballet/Tuesday. Thesize/Wednesday. Exhibitions/Thursday. A selective guide to all the Arts appears each Friday.

Opera and Ballet

Ballet of the Paris Opera presents Romeo and Juliette in Rudolf Nu-

reyev's choreography and produc-tion, decars by Ezio Frigerio, with Florence Clerc, Monique Loudleres, non, decors by Ezle Fraganian Florence Clerc, Monique Loudleres, Claude de Vulpian, Cyril Abinassoff, Pairice Bart, Patrick Dupond, Jean-Pierre Franchetti, Jean Guizerix, Charles Jude, Jean-Yves Lormeau, Charles Jude, Jean-Yves Lormeau, Radolf Nureyev in the main roles. Pelais des Congres (758 2253). Fuppertal's Tanz Theater and Pina Bansch, the high priestess of German expressionist ballet, arrive with two programmes: Walzer and Stravinsky's Sacré du Printemps and Caté Muller. Theätre de La Ville (774 2777).

[274247].
Forneck alternates with Gluck's Alceste conducted by Michael Schoenwandt, produced by Pier Luigi Pizzi
with Shirley Verrett/Helene Garetti
in the litle role and Barry McCauley
in that of Admete. Paris Opera.
723 5780)

in that of Annete. Parts Opera. (742 5750). Laurice Bejart and his XXth Century Ballet stage the world premiere of Le Concours - a danced who dunnit?

about dancing. TMP-Châtelet (2011883)

Ballet School's spectacle of Soir de Fête and La Fille Mai Gardée at the Ópera Comique (2960611).

LONDON

Royal Opera, Covent Garden: As a tribute for Tippett's 80th birthday, the Royal Opera revives King Pri-am, in the 1981 production that gave

the work its world premiers. Elgar Howarth conducts, Alexander Malta takes the title role, and the cast also includes Kim Begley, Anne Howells, Phyllis Cannan, and Felicity Palmer. Further performances of Locia di Lammermoor, with Dame Joan Sutherland in her London farewell to her most famous role; and Don-Carlos conducted by Bernard Hai-

tink.
English National Opera, Coliseum: the
English National Opera, Coliseum: the
English Moshinsky of The Bartered Bride is beautiful to look at and delightful in its updating of the work, but less strong
in its casting of principal roles. The
Marriage of Figaro, a rather dull
production by Jonathan Miller, returns with string Moshonare in the nurs with some newcomers in its cast - Florian Cerny (house debut) and Eilene Hannan as Count and Countess, Cathryn Pope as Susen-

Theatre Royale de la Mountaie: Tris-tan and Isolde, conducted by Syl-vain Cambraling with Spas Wenkoff or James McCray as Tristan and Gwyneth Jones as Isolde. (218 1211).

NETHERLANDS

The Netherlands Opera production of La Belle Helène by Offenbach, di-rected by Lotfi Mansouri, with decor-and costumes by Thierry Bosquet. The cast headed by Leena Killunen, Budolf Ruivenkamp and Tom Haen-en, with the Promenade Orchestra and the Opera Choir conducted by and the Opera Choir conducted by Jan Stulen, and dancers from the

April 19-25

National Ballet. (Wed) Eindhoven, Stadsschouwburg (111122). Dr Famins by Konrad Boehmer, per-Dr Fanstus by Konrad Boehmer, performed by the Netherlands Opera with the Broadcasting Orchestra conducted by Lucas Vis. Solnists include Annett Andriessen and Marco Bakker. Directed by Charles Hamilton. (Thur) Amsterdam, Stadsschouwhurg (24:2311). Scheveningen, Circus Theater. The Nederlands Dans Theater with Band Stand (Vincent/Basie), Symphony of Psalms (Kyllan/Stravinsky), Stamping ground (Kyllan/Chaves). (558800).

Staatsoper Don Quiante by Minkus and Nurejev, conducted by Richter; Cerha's Baal conducted by Cerha; Aida conducted by Mund; La Travia-ta conducted by Soitesa with Gruberova; The Flying Dutchman con-ducted by Schirmer (53 24/26 55). Volksoper: A La Mamma; Millocker's National Action of the Conducted by Bibl; Lebar's Das Land des Laecheins conducted by Bibl; Die Entführung aus dem Serail; The Barber of Seville; Britten's Beggar's Opera (58 24/26 55).

American Ballet Theatre (Metropoli-tan Opera House): Mikhail Barysh-nikov and company open an eight-week New York season with Sir Kenneth MacMillan's Romeo and Juliet, starring Patrick Bissell and Susan Jaffee. Season ends June 15. Lincoln Center (3626000).

Saleroom

Big night at Sotheby's

BY ANTONY THORNCROFT IN NEW YORK

pictures collected by the late Florence J. Gould, for many years the social pivot of the French Riviera.

If all goes according to the costly plan, the sale should bring in a record \$30m; while a view by Van Gogh of a wheat-field, seen from the window of his asylum at St Remy, should establish a new high for an individual work of art at auction of amound \$10m. Many other lots could comfortably breach
at alm mark including "La
clownesse Cha-U-Kao" by Toulouse Lautrec, and pictures

by Degas, Cèzanne and Gauguin. It is certain to be a glittering ccasion, confirming New York's position as the most important auction centre in the world. New zork society treats a major ale as a gala evening, an excuse to parade their own collections of jewels and clothes, many of

Mrs Gould loved to encase herself in pearls and her jewels Queen " (up to \$18,000). Gray's were sold last year by Christies'. Elegy, Swift's "Gulliver" and many more.

Tomorrow night in its auction of the Jewels of another mammoth-sized, purpose-built leading socialite of the 1930s auction room in New York, sotheby's holds what it very much hopes will be the sale of the year. It is disposing of the nictures collected by the leading socialite of the 1930s and later. Annie-Laurie Aitken. The 80 lots in her collection should bring in more than \$2m, with the top price expected for should bring in more than 52m, with the top price expected for an emerald cut diamond ring with a stone weighing 18.42 carats. It might attract bids of around \$500,000.

But not all the items up for sale in this remarkable week are osteniatious and extrava-gant. On Wednesday afternoon, the private library of the late Paul Francis Webster adds some refinement, and includes a Shakespeare First Folio which carries a \$400,000 top estimate. Fewer than 200 copies of the

1623 First Folio have survived and most of these are in public collections. This copy was sold at Sotheby's in New York for 23.000 in 1965. Webster, a Hollywood songwriter whose successes included "Secret successes included "Secret love" and "Love is a many-splendoured thing," built up an exceptional collection, adding the Second, Third and Fourth Folios of Shakespeare's plays; which might in time come and first editions of "Pickwick under the Sotheby's hammer. Papers" (estimate up to Papers" (estimate up to \$12,000), Spenser's "Faerie

FINANCIALTIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY Telegrams: Finantimo, London PS4. Telex: 8954871 Telephone: 01-248 8000

Tuesday April 23 1985

Old doctrines in new bottles

is a statement to which present ministers could subscribe with been urging in much more out hesitation. While the detail for a decade. create "real" jobs, ministers still claim every increase in employment as a triumph for government policies. It recently published a long and sadly complacent White Paper to list all the things is a sector can time to improve on this rather wrong-footed start, and there is an important job to be done. This is not so much to attack Mrs Thatchers' over-simple exposition of government choice —which simply the simply of the simply of the control of the con placent White Paper to list all the things it is doin.

The new institute does stand for something a little more precise than the general statement debate on more solid grounds. that the Government has a role in the economy: the Charter argues for a limited fiscal refa-tion, for a level of borrowing that would stabilise national debt in relation to national income, rather than reducing it. This number seems to be chosen more on broad church than on analytic grounds: it offers the reflationists a substantial sum to play with (about £31bn this year, according to recent calculations from stockbrokers Simon and Coates) without actually frightening those who are queasy about debt. It is thus a statement which can command the support of every member of the institute's 100-strong council and, it is hoped, of nearly everybody else.

Compromise

As a compromise between the Government's many fiscal critics, this is a perfectly respectable number to choose, which is no doubt why a number of approach of parading so many names from the past in support

of such familiar policies. Faced with a populist of Mrs Thatcher's talents, it is surely leading with the chin to pro-claim the support of all those who were responsible for the disappointments of the Wilson content. The fact that one ris- label.

NEARLY EVERYONE must ing star of the Treasury has support the basic contention of retired to take charge of rethe new Employment Institute search could be more appealand its Charter for Jobs, launched with a hasty and somewhat ragged fanfare yesterday.

The Government can and must do something to reduce unemployment—on its own, this is a statement to which present

> Fortunately there is plenty of time to improve on this rather exposition of government choice
> —which simply voices the
> popular disillusion with the
> older over-simplification of
> Keynes promising painless full employment—as to relaunch the The most persuasive case for infrastructure spending, for example, is not that it is more dignified or socially acceptable than the dole, but that it creates wealth and efficiency, We hope the new institute will produce some well-researched examples of the economic return achieved by some past projects and to be expected from some future ones

Investment The case for government

rather than private investment to get things moving rests on the fact that the Government, unlike a private employer, has to pay workers who are out of work, so that the net cost of its investment is much less, and its net return correspondingly higher. Again worked-out ex-amples are needed. In short, even fiscal policies need good micro-economic foundations, and it is here that we hope the new institute will excel. analysts have already used it
as a working example; but is
it a suitable slogan for a campaigning banner? We doubt it,
and doubt indeed the whole
the new institute will excel.

This carries one risk which
may not be welcome to all the
it a suitable slogan for a campaigning banner? We doubt it,
and doubt indeed the whole
new bottles, it may find Mrs new bottles, it may find Mrs Thatcher an eager buyer. Her doctrinal purity-aimed, and quite effectively, to change attitudes -- often covers relatively pragmatic actions. What is more, she is likely to make her borrowings without acknowledgement. She knows, and the institute should remember, that era, for the Heath inflation, or Britons like their wine sweet the Callaghan Winter of Dis-

Brazil under Sr Sarney

BRAZIL has been deprived of a crucial moderating force by the death of its president elect, Sr Tancredo Neves. On his shoulders had fallen the responsibility of paving the way for a full return to democracy after 21 years of military that Sr Neves' good intentions rule. That he should have fallen ill on the eve of his may be sacrified to the more fallen ill on the eve of his may be sacrified to the more inauguration six weeks ago and pressing needs of dealing with have struggled vainly for his inflation and cutting the public life since then, is a personal sector deficit. Undoubtedly there tragedy without modern is some fat in the system which parallel. But more than that, it is an immeasurable loss for will probably be inhibited by a design to the light to have

Although he never held office, Sr Neves should not be written off as an unlucky president who never was. During the brief period after his indirect election in January until his sudden illness in mid-March, he set an example in searching for a pragmatic national consensus. He was conciliatory towards the military. He promised to tighten up on corruption and to pay more attention to the poorer sections of society.

By taking this example as a stabilising point of reference in the uncertain months ahead, Brazilians can best show their respect for Sr Neves. But even if the will to do this exists, the task of his constitutional heir. the vice-president Sr Jose Sarney, is extraordinarily complex and difficult. Sr Sarney inherits no clear-cut policies. merely varue promises and the mantle of a man who risks being given a mystical status.

Metalworkers' strike

The reins of government must be seized quickly and firmly by the new leadership. An uncomfortable reminder of the problems on hand is the nine-day-old strike by Brazil's most powerful trade union, the Sao Paolo-based metalworkers. The union is demanding higher pay and shorter working hours. This action reflects a feeling within the labour movement that it should now flex its muscles after the years of controlled action under the

military.

Whatever policy is adopted occasion.

will probably be inhibited by a desire not to alientate the large federal and state bueaucracies.

Foreign debt

Another matter which needs to be addressed soon is Brazil's relationship with the international financial community. It is just as well that the former Figueiredo administration never concluded a deal with the banks on rescheduling almost half of Brazil's \$100bn foreign debt. When these talks were suspended in January, agreement was close. Since then the economic picture has changed and it looks as though Brazil will not enjoy the size of trade will not enjoy the size of trade surplus originally envisaged. Instead of a \$12bn trade surplus, it could be no more than \$10bn. This means seeking fresh money from international institutions like the World Bank, perhaps also from the commercial banks.
Already there have been signs

of strong divergencies on how to treat these issues within the team that Sr Neves selected. It would be a healthy development if the cabinet now offered its resignation so that Sr Sarney could form a more homogenous team with which he could work. This said, it will require con-siderable self-restraint within the Brazilian political establishment, especially on the Left, to accept Sr Sarney as anything other than a tem-porary leader. Until now he has been a lightweight, strongly identified with the military and never intended for such office.

rolled action under the The ideal solution would be nilitary.

The metalworkers' discontent backing of the political parties over low pay underlines the on the understanding that he is way incomes have been heavily an interim figure pending early eroded by the past three years of recession. In this respect elections were promised by Sr one of the first tasks of the new Neves — his most concrete government will be to fix a pledge — within four years. It fresh minimum wage, theoretically due by the end of the Sr Sarney for this long, unless, against the odds, he rises to the

INTERNATIONAL INVESTMENT

How Wales 'lost' a \$40m deal

By Robin Reeves in Cardiff, Louise Kehoe in California and John Davies in Frankfurt

MALES is still bitterly digesting the decision of LSI Logic, a rising star of California's Silicon Valley semi-conductor industry, to switch the location of its light typogan manufacturing a light European manufacturing plant from Cwmbran, Gwent, to Lower Saxony, West Germany.

The loss of the \$40m project

is an embarrasing setback to the Government's strategy, spearheaded by Mr Nicholas Edwards. the Welsh Secretary of State, to build up a new, high technology. industrial base along South Wales' M4 corridor, and so replace the thousands of jobs which, for the past six years-Mr Edwards has vigorously insisted—must be shed by Wales' traditional industries, notably steel and coal,

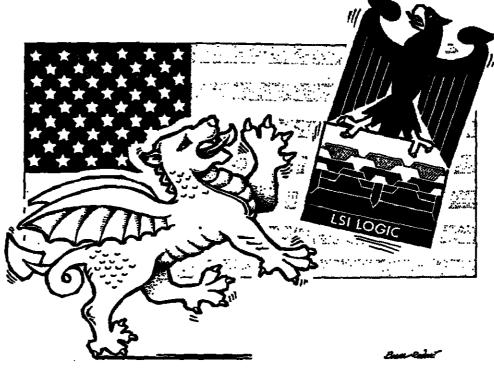
The LSI Logic investment would have been the largest-ever by a U.S. company in Wales, which already has over 100 U.S. owned manufacturing opera-tions. It promised to create 500 jobs within two years in the manufacture and testing of the company's advanced range of semi-custom-built silicon chips. Further expansion plans held out the possibility of as many as 2,500 new jobs in an area with currently nearly 29.000 people out of work-a jobless rate of

Beyond that, the arrival of a the deal with more alacrity, it UK sites, since Mr Corrigan is to try to secure the project, company of LSI Logic's reputa-would have been their's." known to have been predisposed Mr Edwards, the Welsh S. company of LSI Logic's reputation would have given a strong He has no complaints about fillip to Wales' drive to attract his treatment in Cardiff. "The other microelectronics ventures. response in Wales was outgan nor Robert Blair, president Comdial. AB Electronic Prostanding and I really liked the of LSI Logic Europe, rule out ducts, Ferranti, STC, Inmos and Mitel figure among the com-panies with major manufacturing facilities in the area, but more are needed.

decision of the Government to curb UK regional development assistance radically, with the aim of saving £300m a year in public expenditure by 1987-88. question mark over the efficacy of the new regional aid regime. unclear." There are those who query the value of paying large sums of taxpayers' money to persuade foreign high-technology companies to establish manufacturing operations in Europe, espe-cially when they are as cashrich as LSI Logic. Mr Wilfred and Japan; at the end of last year the company had cash and short-term investments of \$161m, a very big figure in relation to shareholders' funds

of clarity in British government wanted to have us," he assistance policy."

"The British had a deal, but



The Welsh dragon fought hard . . . but the German eagle landed the deal from Wilfred Corrigan (above right)

would have been their's." known to have been pre-He has no complaints about towards a UK location. site," he says. But he changed a separate plant in the UK at his mind because of the some point. "I feel very posi"negative attitude of the ave about Wales and it come
British Government" in White-

Of equal concern in Wales is "We made it very clear to that the loss of the project the British Government back in comes only months after the 1982-83 that the UK was our perceived a change in attitude. directly involved in the nego-They seemed to be saying, 'We tiations. At the same time, they have done our thing with high loyally insist that the Governoublic expenditure by 1987-88. tech—we have got our share of ment went to unusual lengths
It is raising a fundamental high tech companies.' The
question mark over the efficacy climate in the UK became

As a Briton prominant in California's expatriot com-munity and who maintains close ties with local British government officials, Liverpool born Mr Corrigan is in a position to understand British policy better than most Silicon Valley execu-Corrigan, the company's British- tives. He has also in the past born founder and chairman, has made no secret of his staunch been extremely successful in support for Mrs Thatcher's raising equity finance from government. However, he still investors in the U.S., the UK maintains that British officials were unclear in their explanation of government policy.

They had wavered over "niggling details" of the incentives package, just when the

of \$206m.

Germans were becoming inMr Corrigan blames the creasingly aggressive in their
switch to West Germany on efforts to win the project.
what he describes as "a lack "German policy was clear. They declared.

Mr Corrigan's decision not to "The British had a deal, but they let it get away," he told locate the plant in Wales is a the Financial Times. "In particularly hard blow for British Cornent agreement with Welsh Development Agency officials to locate to attract inward investment Agency officials to locate ment to the UK. It will not go the plant in South Wales. Had unnoticed among other Silicon the British Government closed Valley companies considering

That said, neither Mr Corri-

Mr Blair says. "We made it very clear to the British Government back in 1982-83 that the UK was our preferred site. But in 1984, we perceived a change in attitude. They seemed to be saying 'We the correction of the negotians of the correction of the negotians at the

Mr Edwards, the Welsh Secretary, in his statement regret-ting LSI Logic's switch, was at pains to emphasise that the incentives package offered to the company was based upon the previous, more generous, regional aid regime, when Cwmbran was designated a Development Area, attracting automatic regional grant of 15 per cent of the cost of the project for starters. The package was deliberately rushed through the administrative machinery by November 27, last year, the day before Ministers announced the new regional policy regime

LSI-AND THE GAME PLAN

LSI Logic is a high fiver even by Silicon Valley's unique standards. Last year sales by the company, which only opened its doors for business in 1982, totalled \$84.4m, a 143 per cent increase on 1983. Its first quarter 1985 net income was down by 57 per cent to \$1.5m on sales of \$31m, up 115 per cent on the same period a year ago, because of start-up costs asso ciated with new products and underutilisation of capacity. But the company has been largely unscathed by the severe business downturn which has been affecting the

generally. ISI Logic makes "applica-tion specific integrated circuits" — semi conductor circuits which consist of "gate arrays" of standard circuit elements which can be tailored to individual require-ments by connecting the circuit elements in a unique

pattern that defines how the circuit will perform.

These products, also known as semi-custom circuits, are much cheaper than full custom designs, but they offer users the advantage of a proprietary design that cannot easily be duplicated by competitors.

Mr Wilfred Corrigan, the British-born founder and chairman of LSI Logic, has big ambitions for the company. "I believe that the will outperform the semiconductor industry as a whole by a large margin. Our intention is to dominate the sector and our game plan appears to be working," he adds.

The world market for semicustom chips is estimated to grow at an annual rate of about 33 per cent from about \$850m last year to over \$5.25bn by 1990.

On the other hand, LSI Logic was clearly concerned at the basic direction of Government policy towards regional aid. As Mr Corrigan put it: "We also have to consider how things may

change over the next five years. Investing \$40m is only a downpayment' to developing a major. manufacturing site." He expects that over a period of years, the company will want to invest as much as \$100m in its new European facility Brunswick.

regret the loss of LSI Logic. they do not believe that the regional policy cutbacks bave undermined their ability to

chosen location for the project, is a city with strong industrial and scientific traditions but and scientific trautious but also high unemployment. Tucked away in the north-eastern corner of West. Germany, close to the East German border, it has nearly 14 per cent of its 260,000 popu-lation on the unemployment

lation on the unemployment list.

Like Wales, its employment problems have grown as its older industries, such as steel, have contracted. But it has managed to attract some new industries, particularly as it has built up a reputation for scientific research. Before ISI Logic appeared on the scene, Brunswick had managed to attract Commodore of the U.S., which has set up a microcomputer and peripherals assembly plant, and Toshiba of Japan, which has set up a Japan, which has set up a chip-making plant. The Brunswick authorities have made available a site of 25 acres on which LSI Logic will erect a 70,000 sq ft factory. Perhaps significantly, one of

downgrading Cwmbran (along with most other parts of Wales' M4 corridor) to Intermediate Area status, Planning consent

was also obtained in advance.

Further, intensive, negotia-tions on improving the aid

package continued over Christ-mas and into the New Year, culminating in the dispatch of

a special team to LSI Logic's Californian headquarters at the

end of January.

The upshot was two addi-

tional cash contributions to the

package which officials say were unprecedented. One was a

cash injection from the Cwmbran Development Corporation

and the other cash from the

support programme (Misp), normally earmarked strictly for financing research and develop-

ment by already established companies. While refusing to be specific, they say that this pushed the value of the total aid

package to appreciably above a quarter of the \$10m project

It is conceded that the Welsh

offer could have gone even higher and outbid Lower

Saxony in pure cash terms had the Government chosen to ex-

ploit the regional sid limits regime to the full. The Brussels

member states.

DTI's microelectronics industry

the advantages of Brunswick is that it will be fairly close to a key customer—Nixdorf, the data processing company. Cer-tainly Mr Corrigan admits that while British Government attltudes were the major factor. commercial considerations were also an important issue.

According to Robert Blair,

British companies, particularly military equipment suppliers, have been conservative and indecisive in their use of semicustom devices. In contrast, German manufacturers are widely adopting the new technology, with the result that West Germany has overtaken the UK as LSI Logic's largest

customer in Europe.

More significant still. Nixdorf has disclosed that it has been talking to LSI Logic about the possibility of joining in a chip project: though it hastens to add that it has also been talking regime to the full. The Brussels commission has set varying aid add that it has also been talking ceilings for different parts of the Community to try to encourage a more even spread of economic development and present a ruinous Dutch auction in Semi-custom chip makers

inward investment aid between typically have regional design nember states. centres where customers meet
It has still to be seen if the company engineers and have Lower Saxony offer has transgressed the EEC limit.

In any case, the British Government of the semi-conductor market, unlike In any case, the British Government is evidently not planning to complain to the Commission. Welsh Office officials facility can have a significant maintain that while they deeply effect upon sales.

Nursing the votes

Labour leader, Neil Kinnock, yesterday carried the party's banner beyond the boundaries of the TUC to charm the 1,000 (mainly female) delegates to the annual Congress of the Royal College of Nursing.

It was a major break with political, no-strike RCN to invite Kinnock in place of a Govern-ment Minister, and he took full advantage of the opportunity. Pointing out that he had 40-year family tie with the RCN the son of District Nurse Kinnock wooed his audience with a presentation of Labour as the epitome of moderation and realism.

Didn't it matter that the RCN was outside the TUC? "We aren't asking people to flash any cards," he replied genially. Did he think nurses should strike for a better pay deal? "I don't think they ever will," he said, neatly sidestepping the point. As for the last General Elec-tion, hadn't Labour's manifesto nursing issues? Kinnock responded with disarming frankness that com-



"I never thought I'd see the day when cows were treated

Men and Matters

either, but fox-hunting had. "The absence of a reference to nursing is therefore all the more difficult to try to explain, so I won't even bother to try." The nurses were suitably satisfied.

Lee's style

After 14 years as chief general manager of the Co-op Bank, Lewis Lee thinks that he now looks a bit like a banker.

But it was not always easy to cultivate the image. At one time even the European co-operative banks looked down upon their British cousins as red in tooth and claw.

"Persuading them that I was not the Tony Benn of the bank-ing business was not an easy task," says Lee, who is retiring. His successor is Chris Ruck, who joined the Co-op Bank two years ago from Williams and Glyns as deputy to Lee.

During Lee's stint, the Co-op Bank was the first to offer free banking to its customers, and the first to pay interest on current accounts. In 1975 it joined the Bankers' Clearing House as the first new admission since 1936.

The Co-op Bank has increased its customer base from 200,000 to 1.4m during Lee's tenure. However, he is an optimist who sees room for many more to come into the fold.

While the clearing banks are generally just starting to make tentative moves into the supermarkets, the Co-op has been involved in in-store banking for 60 years. It has 4,000 outlets in Co-ops around the country.

"And if we don't exploit that head-and-shoulders lead we do not deserve to be around in 10 years' time," says Let.

Dublin underworld

An unexpected result of the accession of Spain and Portugal to the EEC is the chance it is giving to Irish archaeologists to study the origins of Norman Dublin—yes, the French have had a long influence upon the

The conference centre in Dublin Castle, where EEC summits are held when the presidency fails to Ireland, will not be big enough for a Community

of 12 nations. That fact, plus the ravages of time on the 18th century build-ings, has persuaded the Irish Government to build a new 125m complex while keeping the

The archaeologists are to be allowed at least six months to find out what lies beneath the present castle buildings. The site was the administrative centre of English rule in Ireland for almost 800 years, and the diggers are hoping to find the moat surrounding the original castle. which was built by King John in the 13th Century. The archaeologists are to be

The Irish Government is anxious to avoid a repetition of the controversy over the destruction of Viking remains when nearby civic offices were built.

The work on the castle will not affect the state apartments. French ways where the Irish have decently preserved the relics of British rule, including a throne used by Queen Victoria. British ministers at future

Dublin summits will still be able to enjoy vicarious memo-ries o fEmpire, while wrestling with the more prosaic problems of a modern EEC politico-wine lakes, butter mountains, and olive oil pools.

Embassy men

Britain today is at the same stage of its post-war develop-ment as Japan in the 1960s. That is the view—more opti-mistic than it sounds—of Hiroya Ickikawa, the outgoing special economic attache at the Japanese embassy in London.

Ickikawa has been in Britain on secondment from Keidanren, the Japanese equivalent of the Confederation of British Indus-

His experimental loan to diplomatic circles has been seen by the Japanese as such a success that the Keidanren is going to place three of its men in embassies—in Parls, London, and Jakarta.

"In the 1950s," he says " everyone in Japan was deeply pessimistic about the future. Then, in 1960, we suddenly took off. This could happen in Britain too. As the oldest industrialised country, you are facing the most difficult problems first. You still have a long way to go, but the climate is changing and real progress is being made,"

Not all Japanese would agree. Ickikawa concedes that many of his countrymen still think of the UK in terms of the "British disease,"

Ickikawa knows Britain well. He has a British wife, and his two sons, Adam and George, have dual nationality. He is also a member of the Reform Club and hopes to make regular visits in future to St James's clubland. As Keidanren's next deputy international director, he could be back soon.

This one is for filing in the Do They Really Mean 11?

The Paris Bourse has published a brochure intended, as it explains in a letter to me, to increase its notoriety as a financial place,"

Observer



المكتامن الزعيل

THE LATE night work habits of

His boldest, and most controversial, initiative has been to

meet guerrilla leaders and agree on an armistice to end a vicious

30-year cycle of violence in the country. He has also declared war on Colombia's mighty drug ring whose power to corrupt individuals and institutions had

long been tolerated by the state.

The maverick at home has

evolved as a statesman abroad. During his two-and-a-half years of office, President Betancur has built up an unrivalled position

with subversion.

Letters to the Editor

Privately rented accommodation

From Councillor T. Gorman,
Sir,—Samuel Brittan's proposals (April 15) to improve the market in privately rented accommodation are most welcome but I think that the estimate of an increase of 2 per cent per amum in this housing development as flats to rent, or come but I think that the authorities including the GLC. estimate of an increase of 2 per This could be sold off for cent per annum in this housing development as flats to rent, or stock is much too modest. There mixed development, if the land

ns talk

- 12 E

lying idle. On the less desirable council

estates there is a growing sur-plus of flats and houses to let. These should be turned over to

ings in city centres which belong to the public sector or nation-alised industries which are suitshie for conversion at a modest cost. For example, in the London area there are a number of hostels previously used for nurses' accommodation and now surplus to the needs of the national health service. These would be snapped up by the private sector for conversion if the Government ordered their

stock is much too modest. There are certain factors which could produce a dramatic increase in reasonably priced lettings in a very short time.

In a recent Parliamentary debate Simon Hughes, MP for Bernondsey, said that in London alone there were more than 110,000 private houses bought up by councils, now lying idle.

The proposal to deregulate only new properties does not deal with the growing problem of what remains of the privately rented sector which is literally disintegrating and increasingly falling to the local authorities to undertake repairs. This, too, must be subject to realistic rents if it is to be saved. to undertake repairs. This, too, must be subject to realistic rents if it is to be saved,

At present I believe the Government would be afraid to introduce deregulation unless it Was convinced that rents would private management for refur- not rise with the consequent bishment and letting in a free increase in demand for housing market situation.

benefit But examples from areas
There are many empty build- where all rent controls have been removed, as in Vancouver, shows that the flood of property which is released into the market when rent controls are swept away more than compen-sates for any possible upward

surge in rents.

It is this message which must be developed if these essential policy changes are to be introduced.

Teresa E. Gorman (Councillor), PO Box 240, Westminster City Hall, Victoria Street, SW1.

Deregulating new tenancies

of this century, before the in-troduction of rent control in 1915, since when the level of well as existing tenancies) did-unemployment has fluctuated not reverse but rather ac-widely while the private rented calerated the decline of the has continuously de- sector.

On the basis of a couple of facts (on average registered rents and the number of lets declined as a result of a complex of factors. To ascribe this expiring each year) and a host control, as Mr. Brittan appears of heroic assumptions, Mr to do, is dangerously simplistic. Brittan put forward a table with Peter Kemp.

17 rows and four columns purporting to indicate the likely. 189a, Old Brompton Road, \$W5

From Dr P. Kemp

Sir,—I read Samuel Brittan's article (April 15) on deregulating the private rented sector with incredulity. It was laden with unproven assertions and dubious assumptions.

Mr Brittan claims, for The assumption made by Mr with unproven assertions and dubious assumptions.

Mr Brittan claims, for example, that the demise of the sector is "second only to an overrigid labour market as a cause of high unemployment." Yet where is the evidence to support this? The decline of the sector began in the early years at tempts at deregulation. In 1922 and 1957 (the latter, in 1922 and 1957 (the 1923 and 1957 (the latter, incidentally, applied to new as

The private rented sector has

Oysters, yachts and antifouling

From the Managing Director. Sir, — The managing director of International Paints (April 16) states that in some areas some Pacific oyster growers achieve successful growth while others "in the same location" blame the organetin blocide contained in yacht antifouling for failure. I know of no such esse and challenge Mr Levick to produce his evidence.

I have experience of two firms, one my own, where deteriorating growth patterns over the past six years on one

estuary correlates with the increasing number of yachts and ever the past two years with measurements of organotin residenes in the shellfish flesh. On a nearby estuary where yachts are few and measured organotin residues are much lower, satisfactory patterns and achieved from identical stock, using the same workers and employing the same husbandry techniques.

taxes on production, i.e., inco and corporation tax, CGT and expenditure taxes. There is every justification for this since land values are created through

public expenditure and the common effort while our wealth

Karl Mary commented that

(Captain) Philip Gibbon. Lower Longcombe

Tax unimproved land value

From Mr R. Banks Sir,—With Mrs Thatcher's decision to scrap the rating system (April 18), it would seem an appropriate time for the Government to consider a national tax on the unimproved

The rating system has, at least, the advantage of taxing some part of land value, which value is to a large degree derived from expenditure, both national and local, to improve the amerities. The systematical system has, at its created through private is created through private created by the public, thus relational and local, to improve duction.

Karl Mary commented that

national and local, to improve the amenities. Its scrapping would bring great windfalls to those who hold land.

A tax on land values, levied nationally, was always a better prospect than its baby brother, site value rating, if only because of the differences of land values in various locations and local needs, i.e. City of London local needs, i.e., City of London as against rural Wiltshire. A nationally levied tax on and values would need to be

Karl Marx commented that such a taxation system would be the last ditch of capitalism. I agree, but instead of then failing, as Marx predicted, free enterprise would be underpined by a just taxation system, the factor which it has always lacked in the past. Ronald Banks.

Middlehill House,

Middlehill House, Middlehill Box

Take them off the rates

From Mr F. Stark
Sir,—How glad I was to read
the part of Mr Sims's letter
(April 16) that stated there is a lot to be said in favour of transferring all county services to the national exchequer. Why not indeed follow the demise of the metropolitan counties with the scrapping of all county councils; nothing but good could ensue for tax- and ratepayers. We have national defence

forces; a national health service; why not a national police force, national fire service, national control of all main road building and upkeep; and a national education system, with of course the maintenance of private education for those

willing to pay for it?.

The minor services could be delegated to the district councils with strict control over the amounts they spend. Councils bleed us white with their ever-expanding rate demands, in many cases to cover projects Wickford, Essex.

and programmes that are of no real use to their communities. The counties are the bigger culprits; they can make their demands in the knowledge that the money will be collected for them by the district conveils. them by the district councils, who will of course also collect the opprobrium of the rate-

In opposition, Conservatives were frequently heard to proclaim that there is too much control and too much government, so why do they not now do something about it, and be bold enough to free us completely from one unnecessary and expensive layer of Govern-

With countles abolished and the district councils responsible for only the minor services it should not be too difficult for central Government to devise a more equitable method of rating.

F. Stark. 178, Southend Road.

Trading in oil for the future

Association of Profession Executive, Clerical and

Computer Stuff
Sir,—I have read with interest the remarks of Esso on the decision of the Government to remain in oil trading after the abolition of British

National Oil Corporation.
We fully understand the interests of Esso and other major oil companies in trading in oil at a price which will strike the best balance between its revenue liabilities, its investment costs and its interest as a downstream user

With a system under which royalty oil paid to the Government in cash would be paid on average five months after production whereas royalty oil received in kind by the Government can be sold at the time of production there are very substantial financial advantages substantial financial advantages to major oil companies in seek-ing the abolition of oil trading by the Government. Until BNOC was forced to maintain oil prices at levels fixed by the Government rather than by the

advantage to the smaller oil companies who have not got their own downstream facilities and its trading activities enable a price to be objectively established on which the oil taxation office can realistically assess the income of oil companies from their North Sea oil operations.

Undoubtedly the interests of Britain as opposed to the interests of multinational com-panies will be best served by the oil pipeline agency con-tinuing to exercise rights in respect of trading in oil for respect of trading in all for the future and our members who have done this work so well in the national interests hope that the Government will recognise the value of their work and maintain for itself and for the benefit of smaller oil companies this profitable

In the present world glut it is easy to overlook the difficul-ties of only a decade ago. For any Government dealing with the North Sea has to think in the time frame of at least 25

market it made useful profits for the Government on its oil Roy A. Grantham. trading. In addition its opera-22, Worple Road, S.W.19



Capital gains tax relief

From Mr O. Stanley Sir,-The 1985 Finance Bill demonstrates again (if further demonstration were needed) the demonstration were needed) the overwhelming arrogance of the inland. Revenue department, Schedule 17 gives relief from capital gains tax on retizement at 60 and to those retiring earlier, because of ill health. But whether or not you have retired on ill health grounds is 5, The Park, NW11.

for the Board of Inland Revenue alone to determine and it is proposed that no appeal can be made against a decision of the board as to whether or not you were ill, and no appeal against the board's decision can go to any appellate tribunal. If Parliament passes this If Parliament passes this through, it will pass anything!

Cricket isn't a chivalrous game

Sir,—The review, by Alan Forrest (April 13) of the new Wisden appeared to condone, even encourage, the cynicism which is beginning to ruin first class cricket; he lightly dismisses the increased use of the bouncer which, as used by the West Indians, is meant to hurt as much as intimidate and it is shocking to read, by, a reporter who understands the game, that bouncers so employed (however many an over and whoever is batting) are legitimate and

batting) are legitimate—and that if the batsman is hurt so be it. Such writing, one rather suspects, reflects the point of view of the "one day" cricket supporter to whom thrills are all important and a West Indian fast bowler bowling four bouncers an over (at tailenders) does, I suppose, provide a kind of excitement.

If the game is to retain both its more civilising values and a semblance of chivalry every commenator should absolutely, unequivocally and often con-

and, for that matter, any other distasteful aspects of the game

Who is the old England quoted as player quosed as stating "cricket isn't a chivalrous game"? To many people it always has been (and still is) but it will not remain one if Forrest, and his old England friend, continue to encourage the game. Clive Lloyd, when he retired from test cricket received many warm tributes but in my opinion he was (is) far from the gentle giant of popular imagination—he certainly did not help last summer by actively encouraging the appailing use of the

Cricket apparently reflects values fashionable in society but if it continues along its present path its future will be as un-distinguished as its past was great.

M. D. Morgan. 16, Cleaver Square, SE11.

Labour costs and employment

From Mr J. Ute

Sir,—Assar Lindbeck and Dennis Snower (April 17) claim more than they offer. They claim "the higher the saving in the labour costs of admitting new labour costs of admitting new entrants relative to the asso-ciated hiring, firing and training costs, the lower the level of unemployment." But what they offer is a model not of the employment level but of its composition. Their "insider-outsider" construct is, as they present it, an attempt to explain why employers do not substitute less expensive workers for more less expensive workers for more expensive workers, and why un-employed workers do not offer themselves, or force employed workers to offer themselves, at

So they must be assuming that lower labour costs in some way generate more employment. Now while it may be acceptable practice among politicians to make such convenient assump-tions, it really does behove economists to be more thorough.
There are rumerous theories
which do put forward that hypothesis, and there are plenty that
deny it, but only a scholastic should be prepared to advance directly from theoretical deductions to practical policies. A detour through some empirical investigation is often healthy exercise, and widely under-rated in this area of debate. Although never conclusive in itself, the weight of most evidence strongly questions the sup-posed relationship between

wages and employment, cer-tainly as far as cousel relationship is concerned. As to the merits of their

model itself, it would seem little more than a variant of the argu-ment that social security and other benefits have set a high minimum or reservation wage for those out of work. Its variamaximum reservation wage, that is, it must be sufficiently low to allow for hiring, firing and In my opinion the fault with these kinds of theories is that

these kinds of theories is that they depend for their relevance upon acts of substitution taking place within industry of cheaper place within industry of cheaper for more expensive factors of production. But their conception of substitution remains naive. I would suggest the relovant concept of substitution is not so much of one kind of labour for another, nor of "capital" for "labour," but rather of different packages of technologies for others, which nologies for others, which involve complex mixes of capital and labour, Substitution of this sort is more related to industrial size than to optimising decides related at a divergence of the control of ing decision-making at a given size. For that reason I see their concern with total employment erroneously based upon a naive

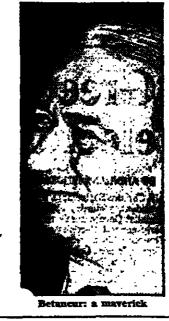
Size of markets, scale of industrial operations, and states of technology must surely be more powerful determinants of employment levels, and in today's world closed economy micro-models of the kind offered by Messrs Lindbeck and Snower look remote from

John Ure, North-East London Polytechnic

Colombia under Betancur

generations of Latin American leaders have been turned on their head by President Beliario Betancur of Colombia. "I always get up between three and four in the morning." he says unapologetically. He then begins the day by ringing round the embassies in Bonn, London and Paris to check on The 'Mr London and Paris to check on the European newspaper head-lines. Luckily for the ambassa-dors, there is a five-hour differential; his own ministers and provincial governors are less fortunate. "I receive the provincial press headlines by telex around four-thirty and then 1 get on to the governors if I see there is anything that should the attended." there is anything that should be attended." To his supporters, Sr Betancur, aged 62, is the most impressive leader Colombia has possessed this century. Critics accuse him of political theatre and lowering the prestige of the presidency. Cartainly he is a maverick and revels in the role. **America**

By Robert Graham, recently in Bogota



Colombian politics centre round a two-party system—the Conservatives and Liberals that has existed since the last century. "They are the two columns on which the political establishment rests," says Sr Betancur. Although he joined the Conservative Party, he has never been fully part of the political establishment.

built up an unrivalled position of enjoying everyone's ear in Latin America. He was instrumental in forming the Contadora group (Colombia, Mexico, Panama and Venezuela) in January 1983 to promote a regional peace plan for Central America. His efforts were largely responsible for moulding Latin American debtors ing Latin American debtors into the Cartagena Group (called after the Colombia port of that name). He has now become a sort of Latin Ameri-can "Mr Fix-it." seen women promoted to top jobs: three ministers and every deputy minister except for the Despite this international dimension—rare for a Colomarmed forces and the presi-

bian President—his efforts to turn guerrillas into parliamen-tarians have aroused the most dency in August, 1982, few believed he could act effectively interest.
Colombia is the strategic link

on his electoral pledge to end the guerrilla war. the guerrilla war.

A Communist guerrilla movement, the Colombian Revolutionary Armed Forces (Fare), emerged in the countryside in the late 1940s. Subsequently, three other revolutionary groups were spawned, the best known being M-19, run by disaffected middle-class graduates. Total guerrilla strength has never been more than 14,000, 90 per cent of which is accounted for by the Farc. In a country of 26m inhabitants, the guerrillas have never between North and South America If the policy works, it will serve as an example of how to tackle one of the continent's most intractable problems. If it fails, the military both in Colombia and elsewhere will be confirmed in their belief that they know best how to deal Previous Colombian presidents have come largely from the landowning and business the landowning and business oligarchy. President Betancur is proud of his peasant origins. He grew up on a smallholding near Medellin on the western chain of the Andes. Patronage took him to a seminary, and then he followed the path of a secretly with guerrilla

and economics before entering of trust had been established, he journalism and later politics.

Colombian of trust had been established, he went public, being careful to take the nation into his confidence. A Peace Commission was established to negotiate the terms on which the guerrillas should rejoin society. The first group to sign a cease-fire was the Farc in April last year followed in August by year, followed in August by M-19. Only one tiny group has

Through the force of his own personality he has established a popular constituency of his own outside the two-party system. At times he appears to delight in breaking new ground. He has in breaking new ground. He has trust the President; (c) The seen women promoted to top President's democratic committents.

over 60 per cent sympathetic to the guerrillas. This year, the percentage has fallen to six.

The great novelty in Sr Betancur's approach has been his decision to let the guerrillas stay in their own sympathetic to the guerrillas of the stay in their own sympathetic to the guerrillas of the stay in their own sympathetic to the guerrillas in January to the stay in their own sympathetic to the great the same of the stay in their own sympathetic to the great the same of th stay in their own armed camps with weapons and uniforms, pending laws in parliament lay-ing down pardons and new

refused to sign.
Dr John Agudelo, head of the

ment has removed the value of most of their revolutionary slogans; (d) The guerrillas realise they cannot achieve their aims through the force of arms; (e) The public is weary In 1980, opinion polls showed

bia. It was on this basis that he persuaded the residents of Mexico, Papama and Venezuela to support the "Contadora" initiative. Through Contadora, Sr Betancur has acquired a reputation as a mediator, especially in the conflict in

Nicaragua and El Salvador. The reputation as a backstage negotiator led President Betaneur almost involuntarily into a key moderating position among the Latin American debtors. With the Brazilian and Mexican heads of state he stalled the formation of a debtor's club. Instead he

steered the main debtors to form an 11 nation "consensus" at the Colombian Caribbean port of Cartagena in June 1934.

President Betancur's moral authority in the debt crisis has been strengthened by Colombia's own position. Colombia has not restructured its \$7.4m public sector foreign debt—one of two countries not to do so in Latin America. A tight austerity programme has been in force with one excep-tion—a \$750m metro project for Medellin, argued on the ground of this city having the highest memployment in Colombia. It is also Sr Betancur's home base. "He has managed to sell austerity because he gives the public the impression that there

is some light at the end of the tunnel," says Dr Jorge Ospina, Minister of Planning. The light at the end of the tunnel is that the traditional basis of Colombia's coffee-based economy is about to change. In 1986, as a result of promising oil discoveries in the plains near the Venezuelan border, Colombia will become a net oil exporter. Last month Colombia also joined the ranks of the world's coal exporters ST

: is

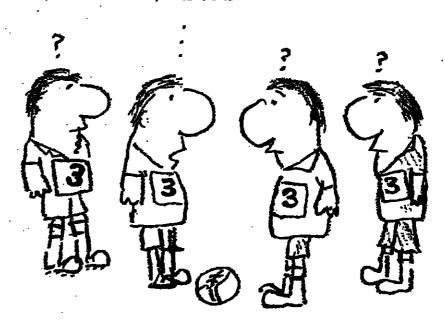
world's coal exporters
This economic diversification
has aided President Betancur in
his toughest fight of all—
against drugs. "The drug
business presents a major
threat, if not the major threat,
to the stability of Colombia," he

says.
The drug barons are reckoned to have more than Colombia's entire foreign debt at their disposal to subvert the state for their own ends. Their power control narcotics led to an exodus in January of senior executives of U.S. companies and U.S. embassy personnel.

The President has become a rules for political parties.

The President's initial involvement in diplomatic initiatives in Central America was in part, an insurance policy. He was concerned that conflict in Central America, both through increased U.S. involvement and the successful export of the Sandinista revolution in Nicaragua could affect Colom-

Hink theidea 15 that we all have DIFFERENT numbers ..



Until Arsenal first gave their players numbers in 1928, radio commentators had a hard time telling footballers apart. But it wasn't until this year that Mobil could claim a number all of its own - 100 years of doing business in Britain. Age, however, isn't everything.

We'd rather be known for a few other things. Such as introducing fully synthesised engine lubricants to the UK and still today being able to claim the world's most advanced motor oil - Mobil 1 Rally Formula. Or being the first to inject gas into a UK North Sea oil field instead of burning it off. That helps us to get more oil out and at the same time saves the gas for later use. All things that count far more than anniversaries.

Mobil

FINANCIAL TIMES

Tuesday April 23 1985



Moët set to tap a **bubbling** market in Australia

By Paul Betts in Paris

MOËT-HENNESSY, the leading French champagne and cognac group, is planning to invest up to \$10m to produce and bottle sparkling wines in Australia.

The company, which owns the champagne labels, is hoping to repeat in Australia the success of its sparkling wine production venture in the Napa Valley, California.

Moet-Hennessy's board has already accepted in principle the Australian venture, which is expected to be given final approval in September. The company plans to follow the same strategy in Australia as it did to build up its Domaine Chandon sparkling wine operation in the U.S.

The investment is not expected to total more than \$10m, against about \$50m spent on Domaine Chandon, because of the smaller size of the Australian wine market compared with the U.S.

Like its Californian operation, the company plans to buy land in Australia, probably in the state of Victoria, grow its own vines and subsequently construct a winery to produce and bottle its own range of

Senior executives at Moët-Hennessy said yesterday that the com-pany had been impressed by the new generation of wine growers and producers in Australia. The group is hoping to bring out its first bottles of Australian sparkling wine before the end of the decade.

The planned expansion into the Australian market is the latest diversification of the French blue to if ministers try to force the issue chip company, which yesterday reported a strong 32 per cent advance in net group earnings to FFr 547m (\$60.2m) last year from FFr 414m the previous year. Sales rose 28 per cent to FFr 6.8bn last year

Cognac sales rose by 46 per cent as a result of a particularly steep increase in Far Eastern sales, while champagne sales rose by 22 per cent and perfume and cosmetic sales (the group owns the Dior perfume company) rose by 21 per cent.

The company is, however, continuing to struggle with the reorganisation and restructuring of Armstrong Nurseries, the second largest Hennessy bought a 90 per cent stake in the Californian nursery for about \$3m in 1982, but last year the company lost the equivalent of FFr 60m. Moet-Hennessy also decided to make additional provision of FFr

M Alain Chevalier, Moet-Hennessy's chairman, said the French group continued to have good longterm hopes for its diversification in the nursery business in the U.S. and France, where it owns 34 per cent of the French Delbard nursery company. Moët-Hennessy is developing "in vitro," or test tube, methods of rose, fruit trees and vine pro-

In the U.S., Moët is planning to market a new exclusive variety of roses under the name of the French Collection to boost Armstrong's

Tokyo pressed on trade plans

Continued from Page 1

There is still a suspicion in some Western capitals that the Japanese will use the prospect of new nego-tiations under the General Agreement on Tariffs and Trade (Gatt) to delay that process.

EEC Ministers have stopped short, however, of saying that market-opening in Japan is a precondi-

Mr Tebbit warned his Japanese hosts of the dangers to world trade of a European backlash against what is still seen as covert Japanese protectionism.

He also urged ministers to increase public procurement from Eu-

Greece to hold early elections on June 2

BY ANDRIANA JERODIACONOU IN ATHEMS

early general elections on June 2. Talks in New York.
The Socialists, whose four-year term ends next October, applied to tions follow the official reasons ingo to the polls early, after a chal-voked by the Government in retion in the wake of controversial polls. Before the general election parliamentary elections which parliament is to go through a secbrought Mr Sertzetakis to the presidential office last month.

tional issue of exceptional importance." In his formal letter of approval, Mr Sartzetakis cited two imment which emerges from the such issues: the constitutional re-next general election.

The results of these are expected

BY IVO DAWNAY IN BRUSSELS

would veto any final EEC agricultu-

Speaking in the code of the Com-

munity, he was reported to have warned that any reduction in grain

prices would conflict with Ger-

many's "vital national interests".

The phrase is understood in Brus-

sels to signal a threat to use the ve-

Herr Kiechle's warning ended

any hopes of a rapid agreement on

second rights issue in only a year.

The news caught the stock market

by surprise yesterday and cut 25p

off its shares, which closed at 440p. The bank also reported that its

pre-tax profits for the year ending February 28 had risen 36 per cent to

The rights issue is to be in the

form of a deeply discounted sale of

new shares at 200p each on a one-for-two basis. This will avoid the

need to have the issue underwritten

and will save about £1m in fees.

The new stock, dealing of which will start on May 8, will not carry the right to receive the final divi-

based life insurance company

which is Bank of Scotland's largest

shareholder with 34 per cent, will

Continued from Page 1

The chief focus of attention is Sr Francisco Dornelles, the Finance

Minister, who was the President-

elect's nephew and one of his closest aides. Bankers in Brazil believe

that President Sarney will, out of

loyalty to the memory of Sr Neves, initially confirm all the ministers in

their posts; but they doubt whether

the Finance Minister - an orthodox

monetarist expected to take tough

In practice, Brazil is likely to be

governed during the coming months through a mutually self-sustaining pact between the Presi-dent and a federal Congress anx-ious to reassert its long-suppressed

constitutional authority. Priority

will be given to preparations for a

measures – will survive for long.

ral prices package that involved Council meetings.

BY DAVID LASCELLES, BANKING CORRESPONDENT

raise £81m (\$104.5m) through its from Barclays Bank in January.

Standard Life, the Edinburgh strong performance of its share

in the UK.

hased hank, is to

MR Christos Sartzetakis, the Greek which is the object of another Unit-President, yesterday approved the ed Nations peace initiative after the Socialist Government's request for failure of the January settlement

enge from the conservative opposi- questing an early recourse to the ond round of voting on May 6 on the issue of the constitutional reforms, According to the Greek constitu-in which a majority of 180 must be tion, the President can dissolve achieved in the 300-member house. parliament to renew the Govern- A first round of voting was held one ment's mandate in the face of "a na- month earlier. Under the constitu-

German cereal prices are cut

German Farm Minister, yesterday rectly conflicts with Germany's he said. gave his first clear hint that Bonn publicly stated advocacy of a ban on Other

HERR IGNAZ Kiechle, the West the farm-price deadlock. It also di-backwards rather than forwards,

the use of the veto at European

The farm council, originally scheduled for two days, may now

continue tomorrow to allow the fine

detail of the new proposals to be

sue of cereal price cuts, broadly

agreed by all countries except Ger-

many, looks no closer to resolution.

Agriculture Minister and most mil-

cultural spending, was most pessi-mistic about the scope for a deal.

the Italian presidency's compro"I fear that in many respects it tions on a deal - technically due on
mise proposals, aimed at breaking (the compromise plan) takes us April 1 - could go on until June.

BANK OF SCOTLAND, the fast- subscribe for its entitlement. Stan- year was due mainly to the buoyan-

Exactly a year ago, Bank of Scot-land raised £41.5m through a rights

issue and is considered to be one of

the most strongly capitalised banks

However, a relatively large pro-portion of its assets is in the form of loans and this gives it a higher risk asset ratio than other banks which

place more of their funds in the in-

ter-bank market. This means the

bank needs a stronger underpin-

ning of capital.

The Bank of Scotland also wants

fresh resources to support the rapid

growth of its business; the timing of

the rights issue appeared to have been dictated partly by the recent

price, according to bank stock ana-

lysts.
The bank's surge in profits last

raes, the left-wing president of the Chamber of Deputies, the lower

house, will lead to greater attention

to pressing social issues than would have been the case under a Neves

It is also expected to lead to a hardening of Brazil's stand on its

foreign debt negotions with bank

creditors and the International

Monetary Fund. Negotiations are

sheduled to resume in earnest next

month, but any new agreements will have to be acceptable to a Con-

red this stake

Bank of Scotland to raise

£81m through rights issue

itant advocate of restraints on agri-

Mr Michael Jopling, the British

opposed to the constitutional reforms, as well as to the presence of

Dr Andreas Papandreou, the Prime Minister, and the conservative opposition leader, Mr Constantine Mitsotakis, will both launch their pre-election campaign with speeches at different ends of the country next Saturday.

Mr Mitsotakis has pledged to tap the "entrepreneurial genius" of his countrymen in order to pull the economy out of high inflation and recession if his New Democracy party upsets the ruling Socialists in

the next general elections.

Every Greek who wants and can be a businessman shall be one, New Democracy's economic proforms, currently going through a results of these are expected gramme, released over the week-parliament, to limit the powers of to be a cliffhanger between the Sotthe President in favour of the legistature, and the Cyprus problem, the conservative space and the conservative space are expected gramme, released over the week-end, declares. The conservatives pledge "gradually" to reverse the expansion of the public sector.

Other member states were less

dismissive. The French, however,

remain anxious to ensure that ce-

real-price reductions go ahead in or-

der to keep their exports competi-

The Dutch, while agnostic on the

new cereals plan, expressed con-cern about concessions to Italy and

Ireland over their milk production

tonnages which could be increased

under the compromise's new ad-

justments to the "superlevy" system

The overall level of scepticism in

Brussels yesterday suggests, as many farmers fear, that negotia-

for restraining milk output.

cy of its loan busin

cer credit card.

has been squeezed by the recent rise in interest rates. The bank also

expects to increase its staff by

about 3 per cent this year to handle

its growing business.

Bank of Scotland's strategy is to expand into the English market us-

ing new technology or alliances with existing institutions rather

than building up a branch network.

It has a joint account venture with

the Alliance building society and

markets the credit card Visa

through the Automobile Associa-

tion. It recently won the contract to

administer the new Marks & Spen-

The proceeds of the rights issue

are unlikely to be used for a major

acquisition, management says, be-cause of the bank's preference for

The small official procession was

joined by hundreds of young motor-

cyclists and crowds on foot as it moved for two hours through the

city over what is normally a 20-min-

ute drive. The cortege halted fre-quently while the few military po-

lice present asked the orderly Bra-

zilians filling the streets to link

hands to clear a path.

tive in world markets.



More join Barre in **Mitterrand**

French Prime Minister, has set a bandwagon rolling among the opposition with his demand that President François Mitterrand should resign if the right wins a majority in the parliamentary elections next

Since M Barre's outspoken broad-cast a week ago, in which he announced that he would refuse a vote of confidence to any right-wing Government which accepted office

taining the public support of half the 74 UDF deputies in the present Assembly and within striking dis-tance of his objective of 100 fellow-ers in the Assembly to be elected next year. If he should achieve that score, it would be almost impossible for a Government to be formed in 1986 - thus provoking a constitu-tional crisis in which M Mitter-

M Chirac declared last week that it would be impossible for the oppobe neither responsible, nor reason-

triumphed after Easter when the

The only recent word from M Mitterrand on what he will do if the right is victorious next year came in a Delphic statement last week. He said that he would accept the pre-sidency whatever majority the

M Mitterrand will have a chance

M Mitterrand will be broadcast-

tough stand Bonn gives hint of farm veto if against

By David Housego in Paris

while M Mitterrand remained as President, 25 deputies from the cen-trist UDF group have pledged their support for his stance.

Over the weekend another centrist faction, the CDS, which forms part of the UDF, also announced that it would not participate in a Government while M Mitterrand emained at the Elysée.

M Barre's intransigence grounds of principle is deeply emparrassing to the other opposition leaders such as M Jacques Chirac, the head of the neo-Gaullist RPR, and M Valery Giscard d'Estaing, the former President, who have said they will work with M Mitter

sition, if it gained a majority in 1986, to refuse office. That would ac's idea is that a right-wing Government could carry through its programme by virtually isolating M Mitterrand in the Elysée.

Neves's successor seeks support on M Barre's intervention. Political commentators expect carried Sr Neves's flag-draped, simthat the informal alliance between ple pine coffin to the city airport Sr Sarney and Sr Ulysses Guima- where a Brazilian Air Force jet

> o elaborate on these remarks when he appears on television on Sunday. After being much discomfited by the unexpected resignation of M Michel Rocard, the most popular of the Socialist ministers, before Easter, the Government has taken fresh heart from the opposition's di-

ng at a time when his standing in the public opinion polls remains at a record low for a President of the Fifth Republic, but when M Laur-ent Fabius, his Prime Minister, is

M RAYMOND BARRE, the former

Thus M Barre is now close to oband's office would be at stake.

M Chirac believed his view had parliamentary opposition signed a tended to bind them together against manoeuvring by M Mitter-rand. He had not counted, however,

waited to fly the body, with family and officials, to Brasilia. would not remain "inert."

Flower sellers passed roses to the gress ill-disposed to accept any fur-ther austerity.

Anne Charters in São Paulo adds:

crowds of flag-waiving people wait-ing to bid farewell to Sr Neves. Ap-plause and tears greeted the sight Thousands of people lined the of the fire truck and the bonour streets in São Paulo as a fire truck guard of Paulista firemen.

THE LEX COLUMN

Rainy days in Edinburgh

The City of London has become inured to large fund-raising exercises by the clearing banks, but yesterday's second rights issue in a year from Bank of Scotland was a little hard to swallow. Last year's effort which raised C41.5m, was a neat bit of queue-jumping in front of the English clearers and the prescrip shares lost a penny. Yesterday's deep-discounted issue took 25p off the share price.

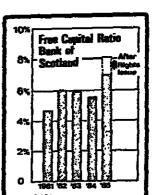
25p off the share price.
Of course, Bank of Scotland joined the rights issue queue in January 1984 without an inkling that its opportunism would turn into a scramble to plug deferred tax positions opened by the Chancellor of the Exchequer two months later. Equally, the bank has turned in results for the year to February which, at the taxable level, show profits growth that leave all but Nat profits growth that leave all but Nat West standing. It is a bank with interesting ideas on how to expand in-to England without developing a branch network.

Yet by the most accessible measures of capital adequacy, Bank of Scotland does not need £81m. Even after a 17 per cent increase in group assets last year, the bank's free capital base stood at 7 per cent of its equity, 2 or 3 points ahead of the English clearers. While the issue of loan stock has masked a deterioration in the equity base, this was still 2 points better than the competition, and post-rights stands at an opulent 5.4 per cent. It seems rather perverse for the bank to appeal to the Bank of England's risk-assets ratio, which is anyway only slightly less good vis-a-vis the other clear-

Bank of Scotland did have the decency to say that around half the proceeds would vanish into capital expenditure in the next two years, but the question must be whether the bank is expanding too quickly, if not for its own good, then for the patience of its shareholders. Given a full year of one rights issue and eight months of the next, Bank of Scotland can make over £100m before tax this year – even given low-er margins on mortgage lending. This puts a lowly bank share at only a small discount to the market as

But if Bank of Scotland gets the benefit of the doubt, its major shareholder does not. Having paid 550p for the Barclays stake, the policyholders of Standard Life have seen this fall to 440p and must stump up another £28m. Not good.

Yesterday's retail sales figures contained a bewildering number of



revisions, but at least the general message accorded happily with the conclusions of this week's FT/CBI survey. The provisional volume in-dex for March no doubt reflected some bounce back from the poor weather of the previous month, as to see how one exchange could prowell as the arrival of a pay packet in miners' pockets. But, taking the first quarter of the year as a whole, the implied 4 per cent growth in consumer spending looked strong enough to cater for the odd distortion. Indeed, retail sales seem re-markably buoyant in the light of rising interest rates and the slight squeeze on real incomes suggested by last week's RPI figure. At any rate, the stores sector was impressed. On a very dull day in the

stock market, it was the only area to show any life at all.

Currency options in, the stock exchange options com-mittee and the London Internation-acquisitions, the group spent over if the stock exchange will try to exactly the same level last year, in score a point or two by starting its nominal sterling terms, as in 1980. own in the middle of next month. In North America, by contrast, Uni-The two sterling/dollar contracts lever has increased its spend fourwill be pretty similar in design; fold over the same period though Liffe's is twice the size -

Corporate treasurers, in particu-

ward may have insulated themselves from possible exchange-rate losses, but they also mussed out on the biggest dollar bonanza ever, Taking out an option might have been initially more expensive, but at least it would have avoided embarrassing explanations to their

The Bank of England, meanwhile, will be pleased that commer-cial banks who have been writing over-the-counter options - and sometimes losing substantial sums - will now be able to lay off their risk in London. But it is strangely indifferent to the competitive aspect As Liffe's early experience showed, people are reluctant to use these markets until there is enough volume to ensure liquidity. Since trading has to be conducted in a pit, the existence of two physically separate markets can only reduce the liquidity in each. And it is difficult duce a service superior enough to draw all customers in one direction. The exchanges are making it not just harder for each other, but also for themselves.

While not everyone may be intri-gued to see Unilever's 1984 results expressed in Austrian schillings, the wealth of useful and not so useful information in the group's accounts does at least enable the investor to test the group's claim that it is pursuing a more aggressive; and selective strategy.

While some parts of the City of In almost all respects, the num-London may be relishing their last bers bear out the Unilever view. days of comfort before a more spar- Capital spending was only just tan atmosphere of competition sets above the current cost depreciation al Financial Futures Exchange Elbu, which is big money even by (Liffe) are busily preparing to slug Unilever's standards. Moreover, the it out over the introduction of cur- group is conspicuously directing its rency options. Liffe has set a launch cash towards areas of high return. date of June 27, and it now looks as Capital spending in the EEC was at

The EEC is the one area to be with an underlying value of £25,000

- buyers there will have to put up only a percentage of the purchase

The EEC is the one area to be showing a distinctly substandard return on capital. Last year, it amounted to 11.6 per cent, compared with an average of 20 per cent in the rest of the group. Bringlar, may find the contracts a more ing it up to the group norm would useful insurance than the forward add £200m or so to Unilever's oper futures markets. Those who erating profits. But that looks a tall hedged against a dollar fall last order, even for the new-look Uni-year by selling the currency for-lever.

This announcement appears as a matter of record only



RUSH & TOMPKINS GROUP

US\$15,000,000 Unsecured 5 year term loan facility

Arranged by

Kleinwort, Benson Limited

Provided by

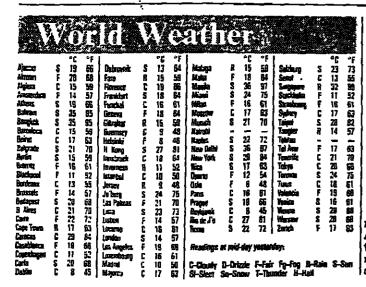
A P Bank Limited Kleinwort, Benson Limited Lloyds Bank Plc National Commercial & Glyns Limited Standard Chartered Bank

Agent

Kleinwort, Benson Limited

March 1985

United buys Pan Am's Pacific routes



Continued from Page 1

5817m against \$1.4bn for the Pacific region, which it sees as a Atlantic division.

Pacific region, which it sees as a growth market. The company has

On domestic routes, Pan Am had

makers, running up an operating: year was roughly stable at 19 per deficit of \$248m against \$63m for cent.

The divestment of the Pacific division trims the group by about 25 per cent. Although figures for 1984 are not yet available, in the preceding year the division was the security of the Pacific operations. Last year, Analysts said that United will have no problems in financing the acquisition. Wall Street estimates suggest that the company had about \$40m in cash at the end of ond largest revenue earner in the go, said yesterday that it has long last year, and it has very large bor-Pan Am empire, generating sales of held the ambition to expand in the rowing facilities.

Some analysts argued, however, recently been coming under some that United may have problems in making money in the Pacific. In rerevenues of \$792m, and in Latin carriers, particularly Continental cent years, competition on the Pa-America \$444m, but the U.S. opera- Airlines and People Express, cific routes has been intense and tions were by far the biggest loss- though its share of U.S. traffic last margins very slim because of the significant proportion of discount

Published by The Financial Times (Enrope) Ltd., Frankfurt Branch, repress the Board of Directors, F. Barlow, R.A.F. McCleen, G.T.S. Demer, M.C. Gore täts-Druckeret GmbH, Frankfurt/Main. Responsible editor: C.E.P. Smith, F

London 629 8151 : Manchester 228 6752

SECTION II - INTERNATIONAL COMPANIES

FINANCIAL TIMES

Tuesday April 23 1985



Authority acts on bank loan to Pickens

By Bernard Simon in Toronto

CANADIAN bank regulators have intervened to limit the participation of Vancouver-based Bank of British Columbia in Mr T. Boone Pickens' takeover bid for Unocal of San

According to documents filed-with the U.S. Securities and Exchange Commission last week, Bank of British Columbia has agreed to contribute \$100m, equal to more than three-quarters of its total capital, to the \$3.9bn package Mr Pickens has put together to finance his bid for Unocal. Under Canadian banking rules, domestic banks are discouraged from committing more than 25 per cent of their capital to a single borrower.

A government official in Ottawa said that Bank of British Columbia's commitment "is well beyond the limits relative to the bank's capital and the loan will have to be reduced. The authorities have instructed the bank to syndicate the loan to other investors, and have laid down other unspecified conditions for its continued participation in the Unocal transaction.

Bank of British Columbia has become an increasingly aggressive institution since the controversial former steel and coal magnate Mr Edgar Kaiser took over as chairman last September. Before Mr Kaiser's appointment, the bank had suffered substantial losses due to its heavy exposure to the western Canadian real estate market.

Hever

._...

- C. No.

(20

Mr Kaiser spearheaded a financial restructuring, which has more than doubled the bank's capital and reserves. Bank of British Columbia had assets of C\$3.1bn (U.S.\$2.29bn) on January 31, 1985 and posted a first-quarter profit of C\$1.3m. None the less, the new chairman has raised eyebrows by committing the bank to a large stake in his executive jet and by several controversial

Referring to the bank's participation in Mr Pickens Unocal bid, an official said that "it is not our intention to sit with the total risk on our

Monsanto blames strong \$ for 50% profits fall

U.S. chemicals group, yesterday blamed the strength of the U.S. dollar and fierce import competition for a sharp 50 per cent decline in

first-quarter net earnings.

Meanwhile Smithkline Beckman, the U.S. pharmaceuticals group, noted that its results were hurt by the strength of the dollar, which it gold and the color in t which it said reduced its sales in the latest period by an estimated \$24m. Nevertheless, the drugs group managed to post a 7.1 per cent gain in total sales, helped by higher sales of its Tagamet ulcer drug, and hold operating earnings

Monsanto said net earnings fell to \$87m or \$1.12 a share from \$175m or \$2.13 a share in the year-ago period on sales that fell by 6 per cent to \$1.62bn from \$1.73bn.

Mr Richard Mahoney, Monsanto's president and chief executive, noted: With the U.S. dollar continuing to remain strong against other currencies in the first quarter, compared with a year ago, import competition increased dramatically.

MONSANTO, the fourth largest Direct competition in the U.S. from foreign chemical producers had a negative impact on profitability be cause selling prices in our major markets were increasingly dictated by the weaker currencies of Eu-

> Mr Mahoney also noted that demand for a variety of products re-mained slow in the first quarter as the company's customers continued to lose business to foreign customers and added that domestic herbicide shipments of its two main products, Roundup and Lasso, were elow expectations. SmithKline Beckman reported

flat first-quarter earnings from continuing operations of \$131.8m or \$1.66 a share compared with \$130.5m or \$1.57 a share in the yearago period, when a \$3.3m or 4 cents a share gain from the sale of businesses increased net earnings to \$133.8m or \$1.61 a share.

In the latest period, the company said that higher sales of Tagamet in the U.S. were "a major factor" in quarterly results that showed total sales expanding to \$770m

Asarco may face test

BY OUR FINANCIAL STAFF

MR ROBERT Holmes à Court, the Asarco but, because of a possible Australian financier seeking con-trol of Asarco of the U.S., may be able to use his votes against poison Trade Commission not to exercise pill" defence measures being pro-posed by the board of the troubled mining group at its annual meeting

its ownership rights until last A Weeks lawyer said in New York

tomorrow. yesterday that the company was
Through Weeks Petroleum – part
of his Bell Resources group – Mr
Holmes à Court holds 8.9 per cent of
to comment.

technical breach in reporting its

stake, had agreed with the Federal

Israeli bank back in black

BY DAVID LENNON IN TEL AVIV BANK HAPOALIM, one of Israel's by to \$19.2bm.

of \$34m in 1984, compared to the \$93.5m loss the previous year. Total rates and service charges consolidated assets declined slight key role in the recovery.

two largest benking groups, reported a return to profitability last year, following the heavy losses of 1983.

The bank recorded a net income ductions. This, together with the introduction of more realistic interest

rates and service charges, played a

Boesky reduces stake in CBS

By Paul Taylor in New York

MR IVAN BOESKY, the Wall Street investor, said yesterday that he had sold about half his 8.7 per cent stake in CBS, the U.S. broadcasting group, which faces a controversial \$3bn takeover bid from Turner Broadcast

The move, revealed in a filing with the U.S. Securities and Exchange Commission (SEC) came as the CBS board was meeting to prepare its first official response to the bid – a response which was widely expected to be hostile.

Mr Boesky's sale was generally seen as underlining Wall Street's scepticism about the Turner bid, which is based on the issuance of which is cased on the issuance of a huge volume of high-yielding low-quality "jumk" bonds cou-pled with the probable sale of some of CBS' non-broadcasting

The Wall Street arbitrageur said in the SEC filing that he had sold 1.32m CBS shares on the open market, reducing his stake in the premier U.S. television network from 8.7 per cent to about 1.27m shares or 4.3 per

Mr Boesky said he was follow-ing the Turner bid, which he de-scribed as "exceptionally complex," very carefully and added that the offer should not be underestimated.

"I am impressed with Mr Turner's business record, which clearly demonstrates that he is a skilful, tenacious and determined man," Mr Boesky said. "I also have enormous respect for CBS, its business and future prospects, as reflected by my substantial investment position in the company, which contin-

ments and the outer of our study we may or may not

Setback continues for Exxon in first quarter

BY WILLIAM HALL IN NEW YORK

A SLUMP in the profits of its world- but improved as it ended. wide refining and marketing opera-tions has resulted in Exxon, the world's biggest oil company, reporting lower earnings for the second consecutive quarter. It announced a 10.2 per cent drop in first-quarter net income to \$1.32bn yesterday.

Standard Oil Company of India-na, the second most profitable U.S. oil company after Exxon, also re-ported weaker earnings yesterday announcing a 20.4 per cent drop in first-quarter net income to \$473m. Mr C. C. Garvin, Exxon chairman; said the first quarter reflected a continuation of the slower eco-nomic growth of the last half of 1984, in contrast to the strong first quarter last year. That and industry overcapacity resulted in highly competitive market conditions throughout the quarter. Crude oil prices weakened during the quarter

The company also blamed the strength of the dollar during most of the first three months of 1985 for its lower earnings. That added to the pressure on overseas refining and marketing margins. Petro-chemical prices were also lower in

The biggest drop in Exxon's earnings came on its overseas refining and marketing operations which reported a \$100m drop in earnings to a nominal \$16m. In the U.S. Exxon earned \$13m compared with \$81m

the first quarter of the year.

Exxon, which has been more successful than some U.S. oil majors in adjusting its refining operations to reduced worldwide demand, said that its margins were under pressure because of overcapacity and

oil costs. Overseas petroleum prod-uct sales volume fell 1 per cent in the latest period.

In the first three months of the year, Exxon bought back 17.4m of its shares for S624m which helped to cushion its earnings decline at the per share level to a 2.3 per cent drop to \$1.71.

Exxon increased its U.S. earnings from exploration and production by 2.7 per cent to \$566m in the latest

Standard Oil of Indiana, which reported a 13.3 per cent drop in earnings a share to \$1.76 in the first quarter, blamed its profit decline on several factors: lower domestic crude oil and natural gas production volumes; higher exploration ex-penses overseas; and the impact of because product prices failed to intensive competitive pressures on keep pace with local currency crude refined product prices in the U.S.

Olivetti stages strong growth

By James Buxton in Rome

THE CONTINUALLY improving fortunes of Olivetti, the Italian data processing equipment maker, re-ceived further confirmation yester-day, with the announcement that its group profits had risen 20.6 per cent last year to reach a record L356bn (\$186m).

Sales of the Ibrea-based company, rose by 22.5 per cent to LA.578bn. The group net income figure was reached after taking into L250.5bn and taxes of L120.1bn.

ST

e is

Last month Olivetti announced a 69 per cent jump in profits for its parent company, Ing. C. Olivetti, on sales which at L2,552.5bn account for a little over half group turnover. The company lifted its dividend to 1275 on ordinary shares, against L240 last year.

Consolidated shareholders' equity in the group rose from L1.202bn in 1983 to L1.958bn in 1984, while group debt fell by 56 per cent from L726bn in 1983 to L319.3bn in 1984.

Guinness lifts U.S. imports

By Lisa Wood in London

ARTHUR GUINNESS, the UK brewing and retailing group, yester-day announced new entries into its portfolio of beers exported to the

Imported beers are one of the few growth areas in the U.S. beer market with sales, albeit small at around 5 per cent of the total market, growing by 30 per cent last

Guinness Import Company, the U.S. arm of Guinness Brewing Worldwide, has signed an agreement with the French brewer, Brasseries Kronenbourg of Strasbourg, to market its Kronenbourg branded products in the U.S. With this exclusive agreement Guinness will take on U.S. rights for the Japanese Asahi beer products, formerly held by Kronenbourg.

Improvement at Northern Telecom

By Bernard Simon in Toronto

NORTHERN TELECOM, the Canadian telecommunications equipment manufacturer, lifted net earnings to C\$75.7m (U.S.\$56m) or 63 cents a share, in the three months to March 31, from C\$57.1m or 38 cents a share a year earlier. The latest results include preferred dividends of C\$8m. Revenues rose by 47 per cent to

CSi.4hn and the company's order backlog stood at CS2.4hn at the end of March, almost the same as the end of 1984 but 39 per cent higher than a year earlier. Operating income rose from C\$78m to C\$128.3m. The strong improvement is due mainly to the group's rapidly expanding digital systems business with U.S. regional telephone companies. Sales in the U.S. jumped by

5 per cent to C\$900m. Revenues from central office switches, notably the DMS system, totalled C3638m in the first quarter, two thirds higher than the previous

Dornier employees back takeover move

BY JOHN WICKS IN ZURICH

EMPLOYEES of the West German the feud-stricken company. aircraft concern Dornier yesterday supported a move by Daimler-Benz to take over control of the company. At meetings in Immenstadt and Munich an overwhelming majority called for a takeover of a majority stake by Daimler-Benz alone or with the state government of

Raden-Württemberg.
The employees said they would prefer control of Dornier remaining in Baden-Württemberg rather than passing to the Düsseldorf – based ann group, as expressed earlier by Herr Lothar Spaeth, state premier of Baden-

At the employees' meeting it was disclosed that family members

Claudius and sister-in-law Ellen Dornier have decided to sell out indicates a split of the former alliances in the family. Herr Justus Dornier, who with his brother Christoph and his brother Donatus' widow Ellen Dornier has hitherto made up the so-called Zurich faction," said as recently as February that Dornier was "not for sale." Should the three family members

The fact that brothers Peter and

concerned sell their shareholding 33.8 per cent of the capital would be freed. A further 27.8 per cent is contained in the estate of Frau Anna Dornier, the late widow of company founder Claude Dornier. At the same time as the employ-

Ellan, Peter and Christoph Dornier ees councils meeting in Immen-were prepared to sell their shares. stadt and Munich negotiations were The employees called on the regoing on in Stattgast aimed at a maining members, the brothers sale of Dornier shares. No state-Justus, Claudius and Silvius Dorn-ment was obtainable from that ier, to take a similar decision and meeting, which was attended by "end the uncertainty" surrounding Premier Spaeth.

This announcement appears as a matter of record only.



Boliden Aktiebolag (Incorporated in Sweden with limited liability)

U.S. \$50,000,000 **Euronote Issuance.** Short Term Advances and **Committed Revolving Credit Facility**

> Arranged by **Enskilda Securities**

Banque Indosuez

Bergen Bank

Bergen Bank

PKbanken

Banque Nationale de Paris **Den Danske Bank**

Scandinavian Bank Limited

Svenska Handelsbanken Group

Tender Panel Members

Banque indosuez

Skandinaviska Enskilda Banken

Banque Nationale de Paris

Enskilda Securities

Credit Suisse First Boston Limited

Den Danske Bank Morgan Stanley International

PK Christiania Bank (UK) Limited

Salomon Brothers International

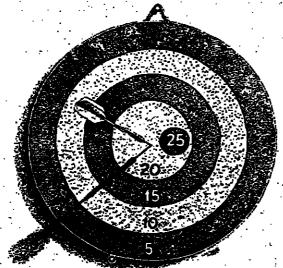
Scandinavian Bank Limited

Svenska International Limited

Tender Agent & Facility Agent Skandinaviska Enskilda Banken

April, 1985

Everyone in the Energy Industry Was on Target Until the Came Changed.



The same old rules no longer apply. Today, a company must be more flexible. As markets ebb and flow, corporations must respond. Quickly.

Houston Natural Gas is able to do just that. As our Chairman Kenneth Lay states, "HNG has substantial reserves to handle changes in the marketplace. Plus, we now have a 14,000 mile natural gas pipeline network that spans the country. This allows us to take advantage of future opportunities in California, Florida and Texas, three of the most attractive markets in the United States.

"What's more, our cogeneration efforts with industrial customers and utilities are helping create new markets.

"In this period of soft demand, it is up to the industry leaders to respond with innovative and aggressive strategies. And the people here, from top management on down, are committed to doing just that."

We stand ready to capitalize on existing opportunities while planning for new ones. We are playing to win.

For a copy of our annual report, contact our Corporate Communications Department at P.O. Box 1188, Drawer B, Ho.

Moulinex cedes 20% Kaufhof stake to Scovill

BY DAVID HOUSEGO IN PARIS

MOULINEX, the French kitchen share stake. equipment manufacturer, is to cede 20 per cent of its capital to Scovill of the U.S. as part of a wide-ranging commercial agreement intended to boost Moulinex sales in the U.S.

The move came as the French manufacturer announced an 11 per cent fall in net profits for 1984 to FFT 61m (\$6.7m) and a lower dividend. Turnover improved by 14 per cent to

The tie-up with an American partner is also intended to pave the way for a solution to the problem of a successor to M Jean Mantelet, the president and founder of Moulinex.

Scovill, through its Hamilton around \$515m, is a widely seach subsidiary, is one of the diversified group best known for Beach subsidiary, is one of the U.S. leaders in the light kitchen equipment. It will be acquiring its near 20 per cent stake from M Mantelet, who holds 63 per cent of Moulinex's shares.

Moulinex shares closed FFr 5.40 lower at FFr 101.60 yesterday. This puts a stock market value of around FFr 240m on a 20 per cent added products, Moulinex says.

Trading in the two shares is expected to start by the end of this week. A third major

Spanish company, the semi-state telephone monopoly Telefonica

Spain's recently-booming stock month.

Two Spanish banks seek

TWO of Spain's big seven commercial banks, Banco de Bilbao unable to have their shares and Banco de Santander, lodged official applications yesterday to become the first listing. However, audited and Spanish companies to have their share listed in London because of the accounting requirements for their share listed in London gradually becoming standard.

Spanish banks, which account shadowed by the placing of for the bulk of dealing in 650,000 shares in London last

U.S. \$60,000,000

Industrias Peñoles, S.A. de C.V.

(Incorporated in the United Mexican States)

Floating Rate Notes Due 1989

In accordance with the provisions of the Notes, notice is

hereby given that for the three month Interest Period from

22nd April, 1985 to 22nd July, 1985 the Notes will carry an Interest Rate of 10% per annum and the Coupon. Amount per U.S. \$10,000 will be U.S. \$252.78.

Credit Scisse First Boston Limited

Agent Bank

share listing in London

drop its dividend to FFr 3 per

share from the 1983 level of

for Moulinex to ship to the U.S. supplies of components and spares. It will also enter into

a joint venture with Hamilton

Beach to market Moulinex products in the U.S.

Scovill, Moulinex plans to break

off its existing links with Regal.

acquired by the Belzberg brothers of Vancouver for

its kitchen equipment and zip fasteners. In 1983, kitchen

equipment accounts for 30 per cent of profits, which after tax totalled \$25m.

Scovill's U.S. marketing efforts on behalf of Moulinex

will lay specific emphasis on the French group's higher value

the accounting requirements for listing. However, audited and consolidated accounts are gradually becoming standard.

Bilbao and Santander, the longest-established of the big

seven. are both quoted Frankfurt, and Santander quoted in Paris.

Scovili, which was recently

the U.S. manufacturer.

The link with Scovill provides

In order to conserve funds for investment, Moulinex is to

Kaufhof, West Germany's second largest retail store group, is cutting its dividend after deciding to strengthen its financial reserves from last year's increased earnings.

Kaufhof is 24 per cent owned by the Metro hypermarket group, with a further 17 per cent stake held by Union Bank of Switzerland and about 10 per cent by Dresdner Bank, West Germany's second largest bank.

The Kaufhof supervisory board yesterday formally named Dr Jans Odewald, a 44-year-old member of the management board, to succeed

Kaufhof, like other retail groups, felt the impact of flagging consumer buying last year, with the labour conflict in industry over shorter working hours keeping spending down. Unusual weather also played havoc with the stores'

The Kaufhof parent company has already disclosed that it suffered a 2.9 per cent drop in sales revenue to DM 3.48bn last year, while the group — including various retailing, travel, food and fashion businesses — showed a 1.7 per cent decline in sales to DM 8.43bn.

dividend trimmed by DM 1

By John Davies in Frankfurt

Net profit of the parent company rose to DM 52.5m (\$17.6m) last year from DM 49.5m in 1983. But after transferring DM 9.6m to reserves, it is paying a reduced dividend of DM 6.50 a share, compared with DM 7.50 on 1983's results.

Herr Friedrich Roesch as chief executive. Herr Roesch, who worked his way to the top in a 50-year career with the retail group, is to transfer to the supervisory board.

IRELAND U.S.\$100,000,000 Floating Rate Notes due October, 1988

in accordance with the pro-visions of the Notes, notice is hereby given that the Rate of Interest for the next Interest Period has been fixed at 9 per cent per annum. The Coup per cent per annum. The Coupon Amounts will be USS231.93 for the USS5300 denomination and USS11,596.35 for the USS250,000 denomination and will be payable on 24 October 1985, against surrender of Coupon No. 8.

Manufacturers Hanover Limited Agent Bank

Pechiney seeks backing for alloy casthouse

PECHINEY. the nationalised French aluminium group, is seeking FFr 300m (\$33m) in state backing to finance the construction of an industrial facility seater aircraft. Dassult of produce aluminium lithium is likely to Grenoble. It has already supplied aerospace manufacturers ment. It is also trying to perplied aerospace manufacturers ment. It is also trying to perplied aerospace groups, with samples of its product. Pechiney wants to start compact from the Government. It is also trying to perplied aerospace groups, with samples of its product. Pechiney wants to start compact from the Government. It is also trying to perplied aerospace groups, suade French aerospace groups, suade French aerospace groups, state-owned aerospace concern, sta alloys on a commercial scale for the aerospace industry.

Pechiney sees production of aluminium-lithium as a key element of its longer-term strategy. It is worried that it could fall behind in this emerging new metal fabricating sector to competitors like Alcan and Alcoa if it cannot secure the necessary financial backing. Aerospace manufacturers are ilready experimenting in the

to produce aluminium-lithium France is also considering use of the material in its ACX combat aircraft.

At present, Alcoa, Alcan (with a plant in the UK), and Pechiney are the three main aluminium groups developing the product. Pechiney has decided to invest about FFr 500m in aluminium-lithium production and development, including FFr 300m for the new industrial casthouse.

The French company set up use of aluminium-lithium, which last year a prototype aluminium-is at least 10 per cent lighter lithium casthouse at its alulast year a prototype aluminiumexisting materials minium research centre near

minium-lithium in 1987 at its Issore manufacturing facilities in central France, The company would like construction of the new industrial casthouse to begin this year. The initial of aluminium-lithium a year in of Pechiney's total sales of subsidiary, has just launched a 7-tonne ingots, rising in a FFr 35bn last year. second phase to 12,000 tonnes. But M Georges-Yves Kervern, chief executive of Pechiney's

the project now hinged on getting the necessary financial backing. The group is negotiating soft

Tapie ready to

take over CGE

battery offshoot

By Our Paris Staff

tronics

M. BERNARD Tapie.

Negotiations between M. Tapie and CGE have been going on for several months. They follow the acquisition last year by the controversial business

and a direct competitor of SAFT's Mazda battery brand.

M. Tapic snatched Wonder,

France's second largest battery

maker, from a rival group in

cluding Banque Worms and Continental d'Entreprise, a subsidiary of the Swiss Electro-watt concern.

to participate in the financing. The venture is part of a series of investments designed to fibres, largely for the aerospace strengthen the group's activities sector. in the aerospace sector which begin this year. The initial already accounts for FFr 6.5bn Corporation. Pechiney's U.S. target is to produce 3,500 tonnes in annual sales or 18 per cent acrospace engine components of aluminium. Within a year in of Penhant's total calculations. Among other investments for

the aerospace sector are: A FFr 90m forging press. mainly for titanium, at the aluminium operations, said that Ugine plant in south cast

France.

A FFr 11m investment to carnic build a new facility in Savoy year.

west France to produce carbon

sector.

• Howmet Turbine Components its production of large structural components for commercial and military aircraft engines. Pechiney, which has sustained heavy losses in past years, returned to the black with earnings of about FFr 500m last

Valeo wraps up funds deal without W. German group

VALEO, the troubled French source in Europe. motor components group, has completed negotiations with a completed negotiations with a group of financial institutions and shareholders for an urgently needed FFr 250m (\$27.5m) capital increase.

But Valeo said that Bosch, the West German car compon-ents group, would not acquire a direct stake in the French group as a result of the capital

Valeo, which reported yester-day group losses of FFr 147m for 1984 after earnings of FFr 86.3m in 1983, has been vigorously opposing a plan which would have seen Bosch buy a direct stake in the French group as part of the capital increase.

Valeo has argued that financial links with Bosch would have damaged the French company's credibility as an independent car components manufacturer and rival of the leading West German concern. Indeed. French car manufacturers also expressed opposition

to the Bosch link because it
would have deprived them of a
major independent second about 2,800.

Valeo is seeking to reduce the workforce of its Ducellier and Paris-Rhone subsidiaries by about 2,800.

Hoesch boosts earnings

HOESCH, the West German over a payout to shareholders.

BY JONATHAN CARR IN FRANKFURT

steel and engineering concern, boosted sales and profits in 1984

but proposes not to pay a divi-dend for the eighth successive

year. Hoesch explained that despite the higher earnings — which it

did not specify — the need to strengthen — the company's capital base took precedence

Moreover, other components companies in Europe warned that a Bosch-Valeo link could open the door into the European market for Japanese car components manufacturers, which have been seeking a major opening in the EEC

market.

Bosch is already associated with Valeo in a joint subsidiary called Financiere d'Equipment Automobile (FEA) which is 70 per cent held by the French group and 30 per cent owned by the West German company man of Pile Wonder, the Valeo has said it is not French battery manufacturer

opposed to Bosch participating in the capital increase through its share in FEA. Indeed. Valeo added that some of its foreign subsidiaries would also be open to outside interests, although Valeo would retain control. Valeo's results have suffered from the company's recent difficulties in reorganising and

restructuring its starting motors and alternator activities.

Last year the company was

able to boost external sales by

7.6 per cent to DM 7.25bn (\$2.43bn) — despite the impact

of the strike in the domestic metalworking industry in the

Euroc to self **U.S.** subsidiary

By Kevin Done, Nordic Correspondent, in Stockholm EUROC, the Swedish building

materials and engineering group, has reached a prelim-inary agreement to sell Conco-Tellus, its U.S. subsidiary which makes automated materials bandling equipment, to Interlake the U.S. metals and packaging equipment group.
Tellus has been one of Euroc's their problems after a series of loss making contracts.

Euroc has been searching for partners to help carry future investment—costs. It has In 1983 Hoesch made an operating profit of DM 30m on sales of DM 6.7bn. It last paid achieved some success in recent a dividend — of DM 2 per DM 50 nominal share — for 1976. months in securing big new orders for automatic trucks.

Le Nickel sees breakeven after series of deficits

SOCIETE LE NICKEL, the New solution to satisfy the demands Caledonian mining company now 70 per cent owned by ERAP, the French state holding company, expects to break even French entrepreneur who has made a business out of taking over bankrupt or dying companies, is about to take over this year after suffering a series of losses in recent years. the consumer battery operations of SAFT, the battery subsidiary of the nationalised French elec-The company, which operates conglomerate Com-Generale d'Electricite

the Thio mines in New Caledonia, had a loss of FFr 209.2m (\$23m) last year compared with a loss of FFr 393m the year before.

Last year's deficit included several exceptional provisions have suffered from sabotage and forced closures after the rise in political tensions since last November. The French government is seeking an acceptable confirm its recovery.

of the independence movement and those of the large pro-French community.

Without these provisions. Le Nickel's operations would have broke even last year, reflecting a recovery in operating performance.

The company's main holders including ERAP (70 per cent) Elf Aquitaine (15 per cent) and Imetal (15 per cent) are now going ahead with a reorganisation of the company.

to cover the troubles in the French Pacific colony which have had important financial with FFr 1.35bn compared with FFr 1.35bn the year before. The company said that barring any worsening of the political situation in New Cale-donia, performance in the first months of this year should

Norsk Hydro acquires French plant from Alcoa

its primary aluminium. The about the possible purchase of plant can process around 10,000 four fertiliser plants owned by

NORSK HYDRO, the Norwegian produced annually at its smelter industrial and energy group, in Karmoy west Norway. All is buying an aluminium pro-cessing plant in France from marked either for downstream Alcoa for an undisclosed price. subsidiaries, mainly in Europe,
The deal, announced at the or as payment for supplies of
weekend, accords with Hydro's aluminium oxide.
policy of downstream acquisiNorsk Hydro has begun tions, to ensure a market for talks with Veba, of Germany,

plant can process around 10,000 four fertiliser plants owned by tonnes of metal annually, and its turnoyer this year is forecast at Stone NKr 200m annual turnover of NKr 20n and production of profiles.

Exploying the purchase, the purchase, thydro has guaranteed offtake for around 90 per cent of the 160,000 tonnes of primary metal (300,000).

Republic Holding S.A. Luxembourg

(formerly Trade Development Bank Holding S.A.)

NOTICE IS HEREBY GIVEN that the Annual General Meeting of Shareholders of Republic Holding S.A. (RH) will be held at the Hotel Royal, 12, Boulevard Royal, Luxembourg at 2:30 p.m. on 14th May, 1985 for the purpose of considering and voting on the following matters:

1. Approval of the Chairman's Statement.

2. Approval of the Statutory Auditors' report and the unconsolidated financial statements of the Company for the year ended 31st December, 1984.

3. Discharge of the Directors and of the Statutory Auditors concerning their duties relative to the year ended 31st December, 1984.

i. Distribution of a dividend of USS 1.00 per share and the carrying forward of the balance of the profit.

Election of the Board of Directors for 1985. Standing for election: Messrs. Edmond J. Safra, François Lugeon, George B. Balamut, Jean Hoss, Roger Junod, C.G. Rodney Leach, John A. Waage and Walter H. Weiner.

6. Election of the Statutory Auditors for 1985.

7. Approval of the consolidated financial statements of the Company for the year ended 31st December, 1984. 8. Amendment of Articles 22 and 23 of the Articles of Incorporation to reflect recent changes in the company law of the Grand Duchy of Luxembourg regarding the payment of interim dividends and the repurchase by the Company of its issued shares.

9. Authority to be given to the Board of Directors to redeem up to 10% of the issued shares during a period of 18 months starting from the date of the authorization for a consideration in kind or in cash which will reflect the then current quote on any of the stock exchanges on which the shares of the Company will be quoted for the time being or the average of such quotes for a period to be determined by the Board o Directors but not to exceed one month prior to the respective dates of acquisition.

By Order of the Board, Edmond J. Safra, Chairman

NOTEs: Subject to the relevant resolution being approved, the dividend will be payable on 3rd June, 1985. (1) in respect of registered shares to shareholders on the register as at 1st May, 1985 and (n) in respect of bearer shares against surrender of Coupon No. 16 to any of the Paying Agents listed below.

Any shareholder whose shares are in bearer form and who wishes to attend the Annual General Meeting in post produce (depos-itary receipt or present his share certificates to gain admission. If he wishes to be represented at the meeting, he must lodge a proxy duly completed together with a deposit ary receipt at the registered office of RH at 18. Boulevard de la Foire, Luxembourg, not later than 18th May. 1985 at 5:00 p.m. The shareholder may obtain the depositary receipt and, if required, the form of proxy from any of the banks listed below by lodging his share certificates at their office or by arranging for the bank by whom his certificates are held to notify any of the banks listed

that shares are so held. Any shareholder whose shares are registered will receive a notice of the Annual General Meeting at his address on the register together with a form of proxy for use at the meeting. The proxy should be lodged at RH's office in accordance with the above instructions.

The remittance of the form of proxy will not preclude a sharehold-er from attending in person and voting at the meeting if he so desires.

The resolutions concerning Items 1 to 7 of the Agenda may be passed by a simple majority provided that no single shareholder or proxy may east votes in respect of more than one fifth of the issued share capital or more than two fifths of all shares represented at the

The resolutions concerning Items 8 and 9 of the Agenda require a majority of at least two thirds of the votes of the shareholders present or represented, provided there is a quorum of at least fifty percent of issued share capital. There is no limitation as to the number of shares for which any shareholder or proxy may cast votes,

Copies of this notice and of the Annual Report, including the financial statements of RH for the year ended 31st December, 1981, may be obtained at its registered office, and from any of the banks at the following addresses:

*Manufacturers Hanover Limited, 8 Princes Street, London EC2P 2EN,
*Banque Internationale a Luxembourg S.A., 2, Boulevard Royal, Luxembourg,
*Manufacturers Hanover Bank Belgium, 15, Rue de Luene, 1000 Brussels,
*Manufacturers Hanover Banque Nordique, 20, Rue de la Ville-L'Evèque, 75008 Paris,
*Manufacturers Hanover Trust Company, 40, Wall Street, New York, N.Y. 10015. *Manufacturers Hanover Trust Company, Bockenheimer Lindstr. 51-53, Frankfurt. *Republic National Bank of New York, 452 Fifth Avenue, New York, N.Y. 10018. *Republic National Bank of New York, 53 Basinghall Street, London EC2V 5DU. Republic National Bank of New York, in Berkeley Square, London W1
 Trade Development Bank, 25, Corso S. Gottardo, 6830 Chiasso, I.
 Trade Development Bank, 30 Monument Street, London EC5R 8LH. Trade Development Bank (France) S.A., 20, Place Vendome, 75001 Paris.

*Trade Development Bank (Luxembourg) S.A., 34, Avenue de la Porte-Neuve, Luxembourg,
Trade Development Bank, 96-98, Rue du Rhône, 1204 Geneva.

*Paying Agent of Republic Holding S.A.

N. AMERICAN OUARTERLY RESULTS

					<u> </u>						
AMERICAN HOME PRODUCTS Drugs, household products		PORT HOWARD PAPER Forest products			IC RIDUSTRIES Consumer products, railway			SOUTHWESTERN BELL Bell spin-off			
First quarter	1985 \$	1984 \$	First quarter	1985	1984		1985	1984	or design	1965	1984
Reviewe	1.21bn	1.14bn		306.7m			1.3ba	905,4m		1,9bn	1.7bn
Op. net profits Op. net per share	180.9m 1.18	164,7m 1.06	Net per share	33.2m 1.05	29.6m 0.94		25.2m 0.49	20.1m 0.47	Net profits	264.6m 2.66	205m 2.12
AMERICAN ELECTRIC	POWER	.	POTOMAT Photo ideales	·- ·		NATIONAL DISTILLER Chemicals, spirits, w		ICAL .	STANLEY WORKS Hand tools, building a		
First quarter	1985	1984	Pourth quarter	1984			1985	1984		1985	1984
Revenue	1,33be	1,35n	Revenue	· \$. \$	Revenue	574.2m	593.2m		276.9m	265.5m
Net profits	148.8m 0.78	145.8m 0.81	Net profits	†7,24m †0.72	115.2m †1.52	Op. net per share	20.5m 0.61	37.7m 1.13	Not coult-	14m 0.52	13.8zq 0.49
APOLLO COMPUTER Computer systems	-		Net profits	180.5m †14.3m	238.5 <i>m</i> †38.3m	Gos distribution			STORER COMMUNICATY stations, cable	TIONS	
First quester	1985	1984	Net per share †Loss	†1.42	†4.05	First quarter	1985	1984		1985	1984
O-manus.	\$ 82.1m	\$				Revenue	1,02bm	995.8m		\$ 136.1m	\$ 119m
Revenue	8.8m 0.25	36.7m 4.1m 0.13	GAF Building materials			Net per share	50m 1.71	38.9m 1.36		5.8m† 0.34†	14.8m) 0.881
BUCYRUS-ERIE			First quarter	1985 S	1984	NORTHWEST DEDUSTI Diversified industrial	REES.	_	†Loss		
Hackinery, aerospaç	e systems	1	Reyonue Net profits	175.9m 17.5m		·			THREN Roller bearings		
First quarter	1985	1984	Net per share		0.76		1985 ° \$ 317.9m	1984 5 358.9m	First querter	1985	1984
Revenue	94m	107.9m	CANNETT			Op. not profits	9.7m	17.7m	Revenue	\$ 289.7m	287.6m
Net profits Net per share	883,788 0.05	4m 0.20	Publishing, broadcast Piret quarter	ing 1985	1984	Not per shere	0.46	0.85 	Net profits	4.9m 0.41	12.9m 1.10
CESSNA AIRCRAFT			Revenue	'S 482.7m		PACIFIC GAS & ELECT Bectric/gas stilling	TREC		UNION PACIFIC		
Light aircraft			. Net brodg	41,3m	34.8m	First exerter	1985	1984	Energy, relievans		<u> </u>
-	1984-85 3	1963-84	Net per share	0.52	0.44	Ravenue	2.17bn	\$ 1.88bn	First quarter	1985 \$	1984
Revenue	182.1m 281,562	128.6m 11.5m	G. D. SEARLE	•-		Net profits	252.2m 0.66	252.5m 0.70	Net profits	1.975m 113.4m	1,970m 101.3m
Net per share	0.01	0.59	Drugs, optical produc	-					Net per shere	0.94	0,32
Siz months Revenue	383.7m 5m	257.6m 17.2mt	First quarter Revenue	1985 S 337,1m	1984 \$ 290.3m	PACIFIC TELESIS Telecommunications	<u> </u>		UNIROYAL		
Net per share	0.26	9.88	NOC (ACAIC)	34.9 m	25.3m	First quarter	· 1985	1984	Tyre producer		
Loss			Net per share	Q.70	0.51	Net profits	2.05bn 223.5m	5 1.86bn 196.8m	First quarter	1985	1984 S
HESEBROUGH PONE	75		GREAT WESTERN FIN. Savioge & loans	ANCIAL		Net per share	2.25	2.04	Op. not per share	508m 21m 0.57	510m . 20m 0.55
First quarter	1985	1984	First quarter	1985	1984	PPG HIDUSTRIES Glass, chemicals, son	Hage		U.S. WEST		
evanue	\$15.85m	421.1m	Revenue	819.9m	629.8m	- First quester	1985	1284	Telecommunications	_	
let profits	18.88m 0.55	18.61m 0.62	Net per shere	31.9 m 0.80	25.1m 0.71	Rovenue	1.04bq	\$ 1.04bn	First quarter	1985	1984
		<u>`</u>				Net profits Ket per shere	80.4m 1.15	74.1m 1.86	Not profits	1.89bn 197.4m	1.74bn
COMMUNICATIONS SA Setolita systems	TELLITE		GTE Hon-Boll phone system	YE				. reet per snare	2.05	202.6m 2.10	
First quarter	1985	1984	First quarter	1985	1984				USAIR Passenger corrier		
levenue	121,973	105.22	Revenue	3.850m	3.45bn	First querter	1985	1984	First geerter	4000	
let profits	15.9m 0.88	12.4m 0.68	Op. net profits	273.2m	256.6m	Revenue	1.28bn	1.20m		1985 \$	1984 \$
			Op. net per share	1.29	.1.30	Net profits	151.5m 1.16	119,9m C.99	Revenue	394.5m 10m	372.2m 18.5m :
AUN & BRADSTREET Susinces information			HOSPITAL CORP OF AL	LERICA		SANTA FE/SOUTHERN	PACIFIC		VF CORPORATION	0.41	0.77
First quarter	1985	1984	First quarter	1985	1984	Railroad		 :-	Lee jesus etc		
levenue)p. nei profits	628.2m	5 542.2m	Revenue	\$ 1.18bn	1.09ba	. First quister	. 1985 \$	1984	First quarter	1985	1984
p. net per share	68.3m 0,90	\$6.7m 0,74	Net profits	104,23¢1 1,16	86.46m 9.98	Revenue	1.58bn 61.6m	1.84bn 107m	Revenue	301.2m	3 263.4m
						Net per share	0.34	0.56	Het profits	23.7 ₁₇ 0.78	27.3m
THC Personand official a	quipt.	•	HOUSTON INDUSTRIES			SCOTT PAPER Tissue paper	٠.	 .	W. B. GRACE Chomicale		
First quarter	1985	1984	First quarter	1985	1984	First querter	1985	1984	First quarter	400-	
levanue	765.3m	905.6m	Revenue	924.90	930.3m	Revenue	5 688.8 ₀₀	\$ 696.2m		1985 S	1984
fet profits	44m 1.89	42.8m 1.26	Net per there	77# 0,77	61.1m	746E PROSIS	42.1m	34.2m	Revenue Net profits	1,58bg	1.49bn
				 -	0.65	Net per shere	Ø.B7	0.70	Not per share	35.5m 9.72	45.9m 0.94

INTERNATIONAL GUIDE TO THE ARTS

every Friday in the Financial Times

Reuters Annual Report 1984

The figures are impressive The facts are exciting

The figures contained in Reuters Holdings PLC first Annual Report since going public in 1984 are impressive.

Group revenue increased by 29% to £313.0 million. Pre-tax profit was £74.3 million — up 34% on 1983. Earnings per share increased by 28% from 8.5p to 10.9p.

It is the facts behind the figures that make exciting reading.

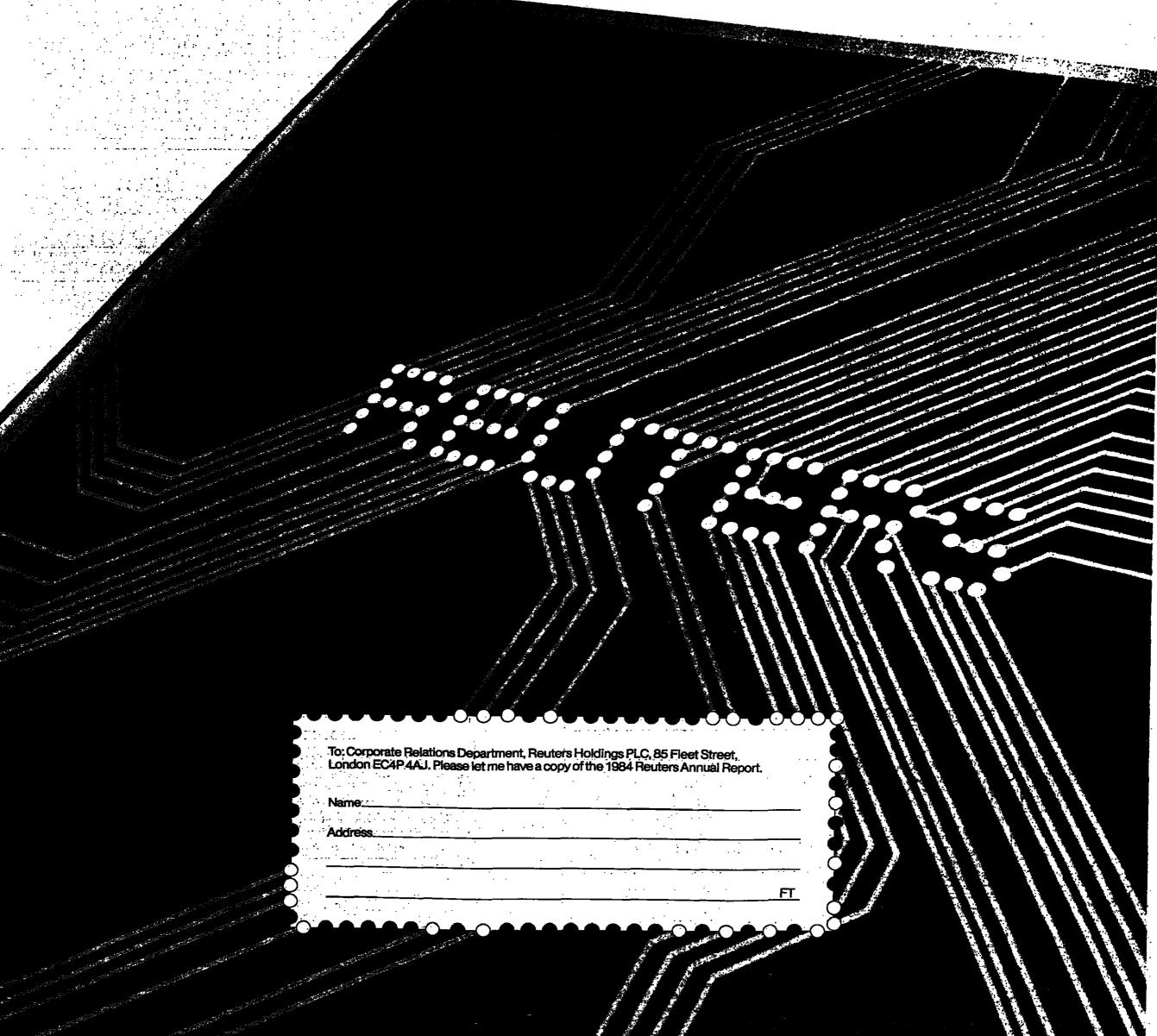
Reuters is expanding on more fronts, in more countries, with more services than ever before.

The new products and services developed and marketed by Reuters are helping to change the way financial markets and international bank dealing rooms do business.

New international bureaux are opening to expand further Reuters global reporting network.

A world service of news pictures has been added to make Reuters the eyes and ears of the world.

For a copy of the Reuters Holdings PLC Annual Report please complete the coupon below or call the Corporate Relations Department on 01-250 1122. The above figures are taken from the audited financial statements of Reuters Holdings PLC.



clicits

: Coure

New Issue/April, 1985

U.S.\$150,000,000 Den norske Creditbank

Floating Rate Capital Notes Due April 1991

Salomon Brothers International Limited

Nordic Bank PLC

Bank of Tokyo International Limited Bankers Trust International Limited Christiania Bank og Kreditkasse Dai-Ichi Kangyo International Limited **Hambros Bank Limited** LTCB International Limited Mitsui Trust Bank (Europe) S.A. Nippon Credit International (HK) Ltd. **Orion Royal Bank Limited** Swiss Bank Corporation International Limited Takugin International Bank (Europe) S.A. Union Bank of Norway Ltd. Westdeutsche Landesbank Girozentrale

Yamaichi International (Europe) Limited

Bank of Yokohama (Europe) S.A. Bergen Bank A/S Crédit Lyonnais Dresdner Bank Aktiengesellschaft Kyowa Bank Nederland N.V. Mitsubishi Trust & Banking Corporation (Europe) S.A. Morgan Stanley International

April 1985

Nomura International Limited Svenska Handelsbanken Group The Taiyo Kobe Bank (Luxembourg) S.A. Toyo Trust International Limited S. G. Warburg & Co. Ltd. Dean Witter Capital Markets - International Yasuda Trust Europe Limited

These securities having been sold publicly, this announcement appears as a matter of record only.

New Issue



CROWNX INC.

\$100,000,000 (Cdn.)

(4,000,000 shares)

\$2.00 Convertible Preferred Shares, Series L (cumulative and redeemable)

Conversion Privilege

The Convertible Preferred Shares will be convertible into Non-voting Class A Shares of the October 15, 1988 at a conversion price of \$21.25 per Non-voting Class A Share and (ii) after October 15, 1988 and prior to 4:00 p.m. (Toronto time) on October 15, 1990 at a conversion price of \$22.50 per Non-voting Class A Share, subject to adjustment in certain events.

Price: \$25 (Canadian) per share to yield 8.0%

Burns Fry Limited

Dominion Securities Pitfield Limited

Wood Gundy

Merrill Lynch Canada

Richardson Greenshields of Canada

McLeod Young Weir

Nesbitt Thomson Bongard

Midland Doherty

Pemberton Houston Willoughby Walwyn Stodgell Cochran Murray Lévesque, Beaubien

Bache Securities

Bell Gouinlock

Gardiner, Watson

F.H. Deacon, Hodgson

Thomson Kernaghan & Co.

Andras, Hatch & Hetherington

Davidson Partners Limited

First Marathon Securities

Moss, Lawson & Co.

Scotia Bond Company

J.D. Mack

Limited Osler, Wills, Bickle

IUCO

INCO LIMITED

U.S. \$100,000,000 Floating Rate Notes duc 1995

Notice is hereby given that the Rate of Interest has been fixed at 9% p.a. and that the interest will be payable on the relevant Interest Payment Date, October 23, 1985, against Coupon

Number 1. In respect of U.S. \$100,000 nominal amount of the Notes, the payment will be U.S. \$4,575.00 and in respect of U.S. \$1,000,000 nominal amount of the Notes, the payment will be U.S. \$45,750,00. CANADIAN IMPERIAL

BANK OF COMMERCE Agent Bank April 23, 1985

To the Holders of CenTrust Savings and Loan Association ured Adjustable Rate Notesidue 1994

In accordance with the provisions of the Notes, notice is berefu given that for the interest period beginning. April 22, 1985 and ending October 21, 1985 the Notes will carry a mittered tate of 10% per annum interest psyable per \$100,000 principal amount for this interest period is \$5,00%.

Centrust Savings and Ret Parthe Corporation Dated April 17, 1985

Ætna Bid Offer Pension 8.7 10.3 9.9 10.5 9.8 10.4 9.3 9.8 9.5 10.0 9.7 10.3 9.8 10.4 9.7 10.3 5.2 9.7 9.4 9.9 For details of how to invest in these funds please dial 100 and ask the operator for FREEPHONE Ætna

Ætna Montagu Life Insurance Co Ltd 401 St John St. London EC1V 4QE

SPAREKASSEN sds

Sparekassen SDS

(A savings bank established under Danish Banking Law)

U.S. \$30,000,000

Floating Rate Capital Notes 1991

In accordance with the provisions of the Notes, notice is hereby given that the rate of interest for the six months Interest Period from 24th April, 1985 to 24th October, 1985, has been fixed at

9% per annum. The interest payable on the relevant Interest Payment Date, 24th October, 1985, against Coupon No. 3 will be US\$457.50 per US\$10.000 Note.

LONDON INTERSTATE BANK LIMITED

INTL. COMPANIES & FINANCE

Japan's securities houses show solid first-half gains

BY OUR FINANCIAL STAFF

JAPAN'S big four securities houses all achieved solid profit advances for the half-year to the end of March, a period which brought a steady ascent in share prices to record levels.

But the simultaneous announcement of the results yesterday followed a week which brought the biggest ever one-day fall in Tokyo stock values, as the beneficial effects of Japan's strong export posi-tion began to be offset by fears over trade friction with the

The latest market trend is described by Nikko Securities, one of the four, in its weekly circular as having been a long and shocking nose-dive." Nonetheless, all adhere to a cautiously bullish outlook for the remainder of the year.

Nomura Securities comfort-ably retained its position as market leader, as the other

Drugs group

launched in

Saudi Arabia

SAUDI ARABIA'S first major

pharmaceutical company is being launched to tap the region's lucrative drug market.

Saudi Pharmaceutial Indus-

tries and Medical Appliances

sidiary, will be involved on a

factory will produce antibiotics,

vitamins, and gastro-intestinal

venture basis.

four years.

drugs.

headway in narrowing the gap, cent advance. Profits after 12X A jostling for second place in turnover and earnings terms also abated somewhat.

profits at Nomura were 40.9 per cent ahead at Y105.28bn (\$426m), on sales up 23 per cent to Y250.78bn. At the net level, earnings emerged at 15.2 per cent higher at Y49,29bn, Y41.86bn or Y24.81 per share, compared with Y34.01bn or Y20.68 per share.

number two, showed even better growth with a 38.8 per cent surge in taxable earnings to Y67.80bn, derived from a 28.5 per cent turnover boost to Y168.21bn. Net profits reached Y27.82bn or Y24.83 a share against Y20.18bn or Y19.80 a

three brokers made no great Y153.92bn showing a 24.6 per stood at Y24.27bn or Y18.53 3 share, up from Y17.82bn or Parent company pre-tax profits at Nomura were 40.9 per progress by Yamaichi Securi-

ties, the smallest of the four, was less pronounced. At the pre-tax level its earnings emerged despite a sharper acceleration in sales to Y137,99bn, ahead by 21.2 per cent. It recorded net Daiwa Securities, which ranks profits of Y21.72bn or Y21.31 per share, compared w Y16.87bn or Y17.94 a share.

Brokerage house shares have come to the fore in market trading of recent mouths-frequently entering the daily list of 10 most active issues on the

against Y20.18bn or Y19.80 a Tokyo exchange—as foreign in-share. At Nikko the pre-tax result was being seen as an under-was 33 per cent better at weighting of the financial sector Y61.86bn, with turnover of in their portfolios. **Straits Trading suffers**

sharp downturn in profits BY CHRIS SHERWELL IN SINGAPORE

STRAITS TRADING, the Singapore-based trading company with mining, plantation, and property interests, has reported sharply reduced profits for last year despite slightly

Corporation (Spimaco), has begun a US\$50m share offering. It is building a \$5m factory in Qassim to go into production in higher turnover, and is propos-ing a one-for-four scrip issue. The figures show consolidated pre-tax profits for the group of \$\$45.5m (U.S.\$20.7m), down 28.7 per cent from \$\$63.9m, on Dr Abdullah Abdul Kader, its a turnover of \$\$786.3m, up 6.4 per cent on the 1983 level of managing director, said Roussel-Uclar of France and Unde of West Germany, a Hoechst sub-

Extraordinary profits were 19 per cent higher at \$\$31.6m, thanks principally to a \$\$24.6m gain arising from the sale last year of a strategic stake in The company, capitalised at \$83.33m, will have several large Carlton and United Breweries, Australia's largest brewer, to Elders IXL.

Although the directors of Straits Trading said they expected group profit in 1985 to be only "comparable" to the 1984 figures, the stock market surprised many by responding favourably and pushing the shares up 10 cents from Friday's close to \$\$4.40. from Friday's close to S\$4.40. Brokers said some investors were looking for bluechip stocks

to add to their portfolios for technical reasons in an other-wise slack market, and forecast some reaction later. Traditionally in the Singapore market, bonus issues are well received. directors declared

from the previous year.

Fairfax wins ruling on Syme share deal

By Lachland Drummond in Sydney

JOHN FAIRFAX, the Austrahan media group, gained a crucial advantage in its A\$20m (U.S.\$12.9m) effort to mop up minority shareholdings in David Syme and company yesterday. apparently putting paid to block-ing efforts by Mr Robert Holmes

à Court. Fairfax gained a ruling from the Melbourne Stock Exchange Committee that its broker was the buyer of 1m Syme shares traded on March 29.

Mr Holmes a Court's broker also laid claim to the shares and Mr Holmes 2 Court then chal-lenged in the courts the right of the Exchange to rule on the

ownership dispute.

The supreme court last week handed back the matter to the Exchange Committee, which met for eight hours last Friday and ruled yesterday that Fairfox

The lm shares.

The lm shares were bought from the Herald and Weekly Times Group, which Fairfax helped defend against a raid by Mr Holmes à Court 31 years by Mr Holmes à Court 33 years ago. The stake takes Fairfax's holding in Syme, the publisher of the Age newspaper in Melbourne, from 83 per cent to almost 92 per cent, although it has yet to fulfil all the conditions necessary to allow it compulsorily to acquire the remaining shares.

Higher tax hits Teikoku Oil

TOKYO—Teikoku Oil of Japan has announced a 2.2 per cent dip in group earnings Y8.43bn (\$34.12m) for 1984. earnings to Sales at the company, which produces most of Japan's domestic oil and natural gas and explores for oil abroad, climbed 14.7 per cent to Y102.48bn.

The decline in net income second interim dividend of 13 The decline in net income cents per S\$1 share. The first interim dividend was five cents, making the total unchanged Y16.77bn from Y14.25bn.

15

Advance by Sumitomo Chemical

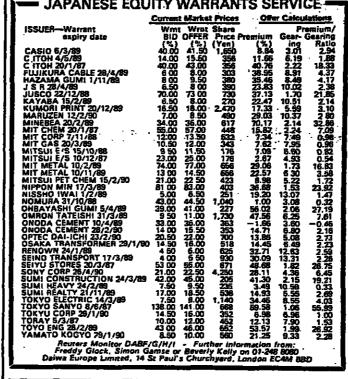
The

per cent leap in consolidated net profits to Y12.57bn (\$50.87m) for 1984 on sales up 13.9 per cent to Y829.43bn. Earn-surge to Y14.28bn. ings per share climbed to Y8.08

TOKYO - Sumitomo Chemical, the recent improvement in the Japan's leading chemicals manupetrochemical industry. The petrochemical division accounts for about 20 new counts. for about 70 per cent of Sumitomo's business.

surge to Y14.28bn.
Sumitomo has consolidated its domestic_petrochemical_qpera The company said the tions in order to cut costs, increase resulted mainly from AP-DI

DAIWA EUROPE LIMITED



Morgan Guaranty Trust Company

of New York

Avenue des Arts 35

B-1040 Brussels

Co-operative Bank announces a change an base rate

from 13.00% to 12.50% p.a. with effect from

Tuesday 23rd April 1985

Deposit rates

Interest paid half-yearly INTEREST INTEREST 7 days notice 9.50% 7.10% 1 months notice 10.25% 7.66% Top Tier£2,500+ 12.50% 9.34% (3 months notice)

Cheque & Save

Notional Interest Rates

Interest paid quarterly

11-00% 8.22% (£500-£2,499) 13.00% 9.72% (On amounts beyond £2,500)

Co-operative Bank p.I.c. P.O. Box 101, 1 Balloon Street, Manchester M60 4EP.

90 00

NOTICE OF REDEMPTION U.S. \$24,750,000 131:1% Notes due June 1, 1987

GEORGE WESTON LIMITED

(Toronto, Canada) Pursuant to Article 3 of the Trust Indenture and the terms and conditions of the above Notes, and in ecordance with the provisions of the Fiscal and Paying Agency Agreement date June 1, 1980, the Corporation preeds to redeem all of the above Notes on June 3, 1985 at a redemption price of 101% of the principal amount (U.S. \$1,000 per Note) plus interest as represented by Coupon F5. if surrendered) together with accrued nterest to June 3, 1985.

Payment of the redemption price will only be made upon presentation and surrender of the Note, together with the unmanured compons at one of the Paying Agents fixed below. If any of the unmanured coupons is missing, the amount of the missing coupons, U.S.\$135 for each coupon shall be deducted from the redemption price. The amount so deducted shall be paid against surrender of the relevant missing

All interest on the Notes shall cease from and after June 3, 1985, and any Notes present shall have no other right except to receive payment of the redemption price of such Note. April 23, 1985 THE CANADA TRUST COMPANY

PAYING AGENCIES Principal Paying Agent Toron Canadian Imperial Bank of Commerce Commerce Court Canada NISL IG9

> Paying Agents London Canadian Imperial Bank of Commerce 55 Bishopsg

New York The Canadian Bank of Commerce Trust Company 20 Exchange Place New York, N.Y. 10005

Luxembourg Banque Générale du Luxembourg S.A. 14 Rue Aldringen London EC2N 3NN Luxembourg

UK COMPANY NEWS

Bank of Scotland's record £80m

Rank of Scotland yesterday reported record tarable profits of £30.4m, about £3m up on most bid 7debt provisions of £37.5m. City estimates, and called on up fram, £32m. By far, most of shareholders for £31.3m with a significantly discounted rights issue. This is the bank's second cash call in just over a year.

The directors state that organic growth and investment in technology can be continued, and so that the group can take advantage of further opportunities as they arise.

The bank, which ended its aspectation with Barclays when the English bank sold its 34 per cent stake to Standard Life last January, says that last year's at 9.25p per £1 capital share, was well proceived, making a favoid of the final dividend is declared at 9.25p. per £1 capital share, which making a favoid of £55p. This

cent stake to Standard Life last
January, says that last year's

15m rights was well received,
but that the degree to which the
bank's ratios were strengthened
was offset by changes in capital,
allowances announced fit the
1984 Budget.

The basis of the issue will be
fit nominal of new stock at 2009
for every £2 nominal of existing
stock, with a market price of
the final dividend.

The singlish dark of the discount the
bank, advised by the British
Linen Bank, has decided that
the intends to take up its full
entitlement.

The pre-tax result for the year

The final dividend is declared

The final dividend is declared

The pre-tax result is the containing a form of the changes in capital

allowances and stock of 15.5p.

This stated at 50.7p (adjusted 42.1p)

after a notional 45.42 per cent

charge and 55p (adjusted 42.1p)

after a notional dividend.

The significantly increased

tax charge of £39.9m against

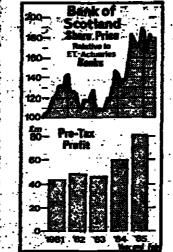
By Finance Act which

materially affected the position

of those companies with major

leasing buzinesses.

The pre-tax result for the year leasing buzinesses, interest earnings were partition february 28 1985 compares An analysis of group income cularly buoyant during the with £59.3m previously, a growth and expenditure indicates that middle of the year, however, rate of nearly 36 per cent. It net interest income was up by since last January parrower aver-



ness transacted with an increased customer base in all parts of the group, says the directors. It also incorporates contributions beginning to flow from new products and services introduced in the past two years.

The directors say that net interest carriers were partial.

enced following sharp rises in the cost of short-term monies. The growth in net interest income was partially offset by greater provisions required for bad and doubtful debts. While there were earlier indications of some improvement in bad debt experience at grass roots level this is not yet reflected in the aggregate figures.

The group has no exposure in excess of 1 per cent of group assets to any country which has required to reschedule debt. Over the past few years specific pro-visions, have been made against

Other operating (non-interest) income has grown by £14.2m to £55.2m during the year, aided by several factors including increased activity by customers seeking to protect themselves from the volatility of the foreign exchange markets.

This growth in non-interest incomes was, however, insuffi-cient to offset an increase in operating expenses of £21.8m to

£165.3m.
There was a material increase in both staff and premises and equipment costs, the latter re-flecting the commitment to auto-mation and use of technology. A factor in the rise in miscel-laneous expenses was the impact of promotional and advertising

£154,000 rise midway for **Cradley Print**

"Most satisfactory" "Most satisfactory" results have been achieved by Cradley Frist in the half year ended December 31 1984, with turnover rising from £3.36m to £3.98m, the operating profit from £295,000 to £403,000, and the pre-tax balance from £320,000 to £474,000.

Mr D. Jordan, the chairman, expects turnover to continue to

expects turnover to continue to increase and says the present work-load "does not give rise to any serious concern."

The profit includes investment income £38,000 (£24,000) and surplus on sale of assets £33,000 (nil). Tax takes £205,000

Percy Bilton profits top £10m after lower interest charges

profits of £10.18m for 1984, against £9.91m previously.
Although this result was achieved on turnover shead by £8.57m at £32.12m, trading and investment activities contributed. profits of £10.19m for 1984, against £9.91m previously.

Although this result was sheet the valuation should proceed on turnover ahead by £8.57m at £32.12m, trading and investment activities continued a lower £11.23m (£11.86m) to profits. The pre-tax figure was boosted by reduced interest boosted by reduced interest resulting in an uplifting of the charges of £1.94m (£1.86m).

The directors of the group, which also has interests in building and civil engineering, contracting and plant hire, are raising the dividend total to 10.50 the same and buildings.

In addition the latest valuation takes account of the loss of rental

purposes, for property development, the private housing land bank and works in progress. The directors calculate that when

record year for Glynwed

Another

analysts' forecasts the group's net assets per share value has risen to a figure more in line with the 300p market expectation. Just over im sq ft of land in the Basingstoke area (on which the company had to pay mortgage interest and received rental income) was exchanged for the freebold ownership of four estates, three of them in the vicinity of Heathrow. This had a major impact on the year and figures — shifting £400,000 out of rental income and cutting the interest bill. With the emphasis on freehold ownership and on the upkeep of existing estates, the group's property is looking better in more ways than one. Trading income is however, The broad income £38,000 (£24,000) and surplus on sale of assets £33,000 (nil). Tax takes £205,000 (nil). Tax takes £205,0

1983 £million

Pantherella rises and is set for more growth

Pantherella, manufacturer of men's high quality socks, men's fight quality socks, raised its 1984 pre-tax profits by £48,000 and is set for a further advance in the current year provided there is no major downturn in world trade.

The directors say 1985 has started with an order book well ahead of last year both in volume and value. They add that the substantial investment made in 1984 provides a stronger base for expansion.

During the past year market coverage was increased and 63 per cent of total turnover, £3.85m against a previous £3.37m, was exported to 36 countries. Group pre-tax profits
ushed shead from £608,000

to £656,000 and, as promised at the time of its introduc-tion to the USM a year ago, shareholders are to receive a total dividend of 3.3p, the final being 2p net. A lower tax charge of £249,000 (£279,000) left net profits at £407,000, compared with £329,000.

Earnings per 25p share came through 1.94p higher at 19.18p.

comment

* Pantherella came to the USM a year ago as a quality mens sock maker not socking to outperform the sunrise industries but instead offering steady growth in a reliable and expanding market. Thanks to the film spent over the past 14 months there is now computer aided design for the "fancies" and electronically controlled knitting returns from this investment will be seen over the next few years, mainly through the maintenance of margins rather than any sudden and spectacular increase in turn-over. If 1984 did not quite come up to expectations— —£700,000 was looked for then perhaps the main culprit is the company policy of in-invoicing in sterling — there invoicing in sterling — there are not any special gains from dollar areas. This year prices have been increased to reflect the weakness of sterling—overseas sales are two-thirds of the total. For 1985 the analysts are looking for £½m pre-lax, which suggests a prospective p/e of almost 13½ on 150p—up 71p since the April 1984 placement.

EIS lifts profit to £4.2m and confident for 1985

IN THE year 1984 the EIS Group of engineers has kept up its record of increasing profits and dividends. Sales advanced from £37.2m to £47.4m while the profit before tax moved ahead by £800,000 to £4.2m.

A final dividend of 4.35p raises the net total from 3.5p to 6p. Earnings were 22.48p (21.14p) pre-tax and 15.53p (18.12p net.

The process and plant and machinery division produced sales of £28.2m (£19m) and profits of £1.07m (£1.55m) benefitting from the inclusion of profits of £1.07m (£1.55m), bene-fitting from the inclusion of Northampton Machinery's results for nine months. The hydraulics and precision engineering side was adversely influenced by lower profits at Kontak Manufac-turing, and sales were £10.3m (£10.5m) and profits £816,000 (£1.03m).

The aircraft engineering divi-sion increased sales to £8.9m (£7.7m) and profits to £858,000 :£745.000). Exports totalled £15.3m (£13.5m).

In the current year, the trading position is satisfactory and ahead of last year, the directors roport. They hope the year will be another one of progress and that acceptable results commensurate with the increased size of the group will be produced.

The year will include a full period from Northampton Machinery and the latest acquisition, the Flexibox International. the Flexibox International.
Group, which was purchased from Burmah Oil in January.
The integration of this important division is proceeding well and the experience to date makes the directors "quietly confident" that in the current year the group will achieve the targets set when it was decided on the purchase and that further insprovements will follow. improvements will follow.

Group orders in hand now

In 1984 the operating profit came to £3.75m (£3.32m) and interest received was £456,000 (£303,000). After tax £1.29m (£515,000), minority interests £2,000 (£4,000), and extraordinary tax credit £193,000 (charce £1.52m), the attributable profit is £3.1m (£1.58m).

Liquid funds rose to a record £5.8m after capital expenditure of £1.7m, facilitating the acquisition of Flexibox.

Ocument

Nothing less than record results
will do from EIS, and once again
the company has come up trumps.

If fourteen years of record continuous growth are making shareholders expect further record performances, they are not likely to be disappointed in the foresecable future. Order books are up 20 per cent since the interims, while the one black spot of 1984, Kontak, is now recovered from its strike, and is anticipating an improvement in Group orders in hand now the market for tractor valves, total some £35m, sufficient to Flexibox, which was bought in total some £35m, sufficient to support "a satisfactory level of activity." Some companies aiready have full order books and others, while reasonably loaded, are pursuing more business to reach their year-end targets.

Flexibox, which was bought in January on favourable terms, with £2m of the purchase price not due until 1986, occupies a cosy niche in the market for fluid seals and flexible cuttings for power transmission, and could easily contribute £1m to the group's total this year. No the group's total this year. No more major acquisitions are planned until Flexubox has been fully absorbed which may not be until the end of this year, even though EIS has at least film in cash balances. Profits this year should be around £5.4m, putting the prospective p/e at 10 on a 30 per cent tax charge, and with the shares at 210p, that's not too demanding for a company with a proven record. The yield is 4.1 per cent.

Loss-makers check Arrow Chemicals

DESPITE LOSSES being incurred shown a profit in each of the first by its two latest_acquisitions three months of 1985. by its two latest acquisitions Arrow Chemicals Holdings inthe total net distribution to 1.9p per 25p share, an improvement

of some 19 per cent over the previous year's 1.6p. Both Nielsen Chemicals, acquired in October 1983, and Emkem International, purchased Chemicals, in the July of the same year, returned "very disappointing" results. Losses by these companies, excluding extraordinary items, totalled £119,000.

items, totalled £119,000.

With Nielsen's losses continuing in the second six months it lent was decided to close the Lowestoff plant, offices and depot and 1983. to transfer production to the company's Derbyshire site. The (£223, Lowestoff (Suffolk) premises are now up for sale. now up for sale.

now up for sale.
During the year Nielsen's also received depots at Dartford, Leeds and Newcastle. The administration of Emkem Earnings per share amounted has been merged with Nielson's to 3,73p (4.55p) pre-extraordiand the combined division is now nary items and to 2.47p (3.03p) operating successfully and has

Arrow Chemicals Holdings increased its 1984 pre-tax profits from £516,000 to £550,000.

A final dividend of 1.3p lifts first quarter behind it the directhe total net distribution to 1.9p per 25p share, an improvement successful 1984 group types 1984 group types

For 1984 group turnover accelerated from £7.3m to £10.93m and operating profits came through £87,000 ahead at .000.8832

Arrow Chemical's sales in the UK increased by 13 per cent while exports showed an improvement of 14 per cent.

The aerosol and packaging company continued its "excellent growth" with a sales advance of 34 per cent over 1983

Tax accounted for £270,000 (£223,000) and extraordinary debits for £95,000 (£98,000). These charges were closure and transfer costs relating to Nielsen Chemicals and a deferred tax provision.

Progress for Allied London Properties

Profits earned in the current year ending June 30, 1985 by Allied London Properties should continue to show progress, forecontinue to snow progress, fore-casts the chairman. Mr Morris Leigh, in his interim statement. In the half-year ended Decem-ber 31, 1984 this property investment and holding company made a profit of £1.2m. against £1.01m in the comparable period, subject to tax £228,000 (£158,000). subject to tax £228,000 (£158,000). The interim dividend is raised to 0.242p net (0.22p) at a cost of £130,000 (£123,000). For the year ended June 30. 1884 the company paid a total dividend of 1.7p from a pre-tax profit of £2.84m.

Finlay Packaging

A retreat from last year's record profits level of £12m before tax has been shown by Belfast-based colour printer Beifast-based colour printer Finlay Packaging for 1984, with a final taxable result of £1m. Turnover was also lower at £9.14m compared with £9.83m. The final dividend has been raised from 2.25p to 2.5p which lifts the total from 3p to 3.25p. Earnings per 5p share are shown as slipping from 8.51p to 7.33p.

COMPANY NEWS IN BRIEF

Little change was shown by £243,422 (£307,548). After Ulster Television in its operating £14,923 (£18,000) the net p profit for the half year ended is £33,472 (£83,555) for earn January 31 1985. But a £77,000 of 1.49p (8.71p) per share. boost in surplus on disposal of the pre-tax profit from £876,000 to £946,000.

to £946,000.
Turnover for the period came
to £8.05m (£7.22m) and the television operating profit was
£832,000 (£833,000). The company is the independent television programme contractor for
Northern Ireland.

Northern Ireland.
Earnings per share are up
from 11.28p to 12.23p, and the
interim dividend is in effect increased from 2.25p to 2.5p. The
total for 1983-84 was 4.75p from
profits of £1.4m.

* * * *
Available income of Aberdeen
Trust rose from £1.07m to £1.34m
for the six months to end March, -1984 and earnings per share were shown as 2.68p against 2.13p. Net

(174.5p).

The interim dividend has been lifted to 2.5p (1.8p) partly to reduce disparity and reflecting a change to an investment policy income of growth. The board ex-pects the final will not be less than 4.0625p (3.45p).

than 4.0825p (3.40p).

* * *

Lendu Holdings, which formerly owned rubber acreage in Malaysia, has turned in a pre-tax profit of 148.395 for 1984, compared with £101.550, and is holding the dividend at 1p net per Turnover in the year came to

BOARD MEETINGS

The following companies have notified dates of board meetings to the Stock Exchange. Such meetings are usually held for the purposes of considering dividends. Official indications are no held for the purposes of considering dividends. Official indications are not available as to whether the dividends are interims or finals and the subdivisions shown below are based mainly on last year's timetable.

Interims: Klark-Toknik, New Australia Investment Trust.
Finals: Boustad. Clement Clarks, Cooper Industries. English National Investment. Kwik-Fit (Tyres and Exhausts), Moss Boss. Scott-and Sobertson, Stat-Plus.

FITTRE DATES

FUTURE DATES

£243,422 (£307,548). After tax £14.923 (£18,000) the net profit appointing over the current year is £33,472 (£83,555) for earnings to date, but margins have been

31, 1984 Andio Fidelity has cut its loss from £128,609 to £35,550. There is also an extraordinary credit of £83,550 being proceeds of the sale of a freehold

property.

The group makes and retails hi-fidelity sound equipement. The directors say that management figures suggest the group has returned to trading profitability before the end 1984.

2p (1.85p) per share for a 3.3p (3.15p) total. Stated earnings for this USM-quoted company are very much improved. Non-recurhigher at 11.63p (9.96p). ring costs relative to the closure d well into the half-year. The manufacturing division "continues to make meaningful progress."

Retail turnover has been dis-

In a record year, Laurence Gould and Co, consultant in agriculture and the agroindustries, achieved £378,000 at the pre-tax level, against £345,000. Turnover rose from £3.86m to £4.87m £3.86m to £4.87m.
The final dividend is lifted to

Net asset value per 50p share stood at 187.55p on March 31 1985 at North Sea Assets, compared with 173.67p a year earlier.

Total gross income for the half-year rose from £747,000 to £903,000, and net revenue emerged at £11,000 (£7,000 losses), after tax of £29,000 (£49,000). Net earnings were stated at 0.09p (0.06p losses) per share.

Republic of Finland

NOTICE

to the holders of the outstanding YEN 14,550,000,000 82 PER CENT. EUROYEN BONDS 1987 of Finland (the "Bonds")

> EARLY REDEMPTION ON 1st JUNE, 1985 of all the Bonds by Finland

NOTICE IS HEREBY GIVEN to the holders of the Bonds (the "Bondbolders") that, in accordance with the conditions of Bonds endorsed on the Bonds (the "Conditions"), Finland will on 1st June, 1985 (the "redemption date") redeem all of the Bonds then outstanding at 100½ per cent. of their principal amount together with interest accrued to such date (being an aggregate of Yen 543,125 for each Bond of Yen 500,000). Payments of principal, premium and accrued interest will be made on and after the redemption date to the manner provided in the Conditions against surrender of Bonds and Coupons No. 5 due on 1st June, 1985 and all subsequent Coupons appertaining thereto at the specified office of any of the Paying Agents listed below. Failure to surrender any such subsequent Coupon(s) will result in the amount of such Coupon(s) being deducted from the sum due for payment on the redemption date.

The attention of the Bondholders is drawn to the Conditions and in particular conditions 4 and 6 which contain further details regarding redemption.

PRINCIPAL PAYING AGENT The Industrial Bank of Japan, Limited 3-3, Marunouchi I-chome Chiyoda-ku, Tokyo 100

ADDITIONAL PAYING AGENTS

Brussels Office No des Aris 35, B-1040 Brussels

The Bank of Tokye (Halland) N.V. Keizersgracht 603, Aguserdum-C

nk of Japan (Luxes The Bank of Tokyo, Ltd.

Schulzengaste 4, CH-8023 Zurich The Bank of Tokyo, Ltd.

N. a.

1 3

, 'i' ja' , 10% 9 51

10 G 1 _{Organi} of

the early part of 1985.

£26.5 million compared with £21.2 million in 1983. ■ Total dividend for 1984 is 9.25p per share compared with 7.85p per share in 1983.

employees. The benefits of disposals and reorganisation completed

Given the present levels of activity in the UK we look forward to the remainder of 1985 with confidence.

shareholders of Glynwed International plc: ■ In 1984 pre-tax profits for the Group rose to a record

Glynwed

International

statement of the Chairman. Sir Leslie Fletcher, to the

Highlights from the

Two share option schemes have been set up to encourage investment in the Group by its

in 1984 are already apparent in

Turnover '

29.6 35-3 **Operating profit** Interest payable (net) 8-8 8-4 Profit before texation 26-5 21.2 Earnings for the period . 14.2. 18-8 Ordinary dividends 6-6 7.7 Profit retained 7.2 3.0 Operating assets 178-3 201.9 Capital expenditure on fixed assets 10-4 12-1 Depreciation 9.6 9.8 Earnings per ordinary share - net basis 17-00p 22:45p Dividends per ordinary share 7·85p

To the Secretary, Glynwed International plc, Headland House, New Coventry Road, Sheldon, Birmingham B26 3AZ. Please send me a copy of the 1984 Report & Accounts.

LADBROKE INDEX 970-974 (-5) Based on FT Index Tel: 01-427 4411

FT



igher tax i ikoku () e stemp

ate

RTZ in venture with Slawson Oil

Rio Tinto-Zinc, the UK-based resources and industrial group, is seeking a new way to expand its U.S. oil and gas interests by forming a joint venture with Slawson Oil.

Slawson Oil.

Slawson Oil, based in Wichita, Kansas, is little known outside the U.S. It is entirely owned by Mr Donald C. Slawson, who farmed into a west Kansas oil well 28 years ago and started his own oil company.

Slawson today has a staff of 750, oil reserves of 7.5m barrels and gas reserves of 87.5m cubic feet, all onshore in the U.S. The vehicles for the transaction are Platt Energy, which is a wholly-owned subsidiary of RFZ Oil and Gas, and Canyon Oil and Gas, which is owned by

Under the terms of the deal, Canyon, which specialises in buy-ing producing oil interests in the

Aurora in

subsidiary

buy-out

U.S., will propose deals to RTZ, which will then have the option of deciding whether to take a 50 per cent stake in each venture.

Mr George Naylor, managing exploring the post director of RTZ Oil and Co, said floating one of its floating one of its expected to do around \$20m of the business in the first year of the want to expand outs and to get to know joint venture.

Because of its previous, un-

successful joint drilling ventures in the U.S., RTZ has \$20m of tax losses to carry forward. It conisses to carry forward. It considers Slawson's record as a purchaser of high quality, primary producing oil properties at good prices as the main recommendation of the deal. RTZ has spent around \$40m on U.S. oil and gas activities in the past four years and has 1,000 b/d of oil equivalent in production to oil equivalent in production to For Slawson, the agreement.

with RTZ is part of a carefully planned effort to become better

property group, has sold its entire 26.64 per cent stake in Leisuretime International, the hotel and travel group headed by Mr Timothy Aitken, for £1.62m.

Channel Hotels sells its

holding in Leisuretime

possibly Canyon, on the London stock market later this year. "We want to expand outside the U.S. and to get to know big players in other parts of the world." Slawson has already completed smaller U.S. joint ventures with IC Gas and with \$ W Beristord, the commodities group. The U.S. company has already approprized. company has already approached stockbrokers James Capel and a number of City institutions to discuss its London plans.

Little, however, is known about Slawson's fluencial status.

The company rephishes little

The company publishes little financial information, although a financial information, although a number of executives from UK independent oil companies have held discussions with Slawson

Mr Michael Scorey, a director

of Leisuretime and of Aitken

Hume, the fund management and banking group where Mr Timothy Aitken is chief executive, said "a couple of friendly parties" had taken a total holding of about

nan taken a total noming of about 6 per cent in Leisuretime. This leaves a 20 per cent stake—the bulk of Channel's holding—in in Leisuretime unaccounted for.

Leisuretime rose 1p to 59p yesterday—9p below the 68p sale price of the Channel sharehold-

It is thought in the City that Slawson's London representative, unscathed from the 1981 downsaid the company was actively unscathed from the 1981 downsaid the company was actively of although the fact that it is floating one of its subsidiaries, actively pursuing new partners possibly Canyon, on the London is taken as an indication that the company needs new ways of raising money.

raising money.

Mr Slawson himself is a qualified economist and geologist, who has built up his own company from scratch. He is now aged 52.

The president of Canyon, Mr Jack Nutter, is a 35-year-old lawyer who spent some years working on energy matters on Capitol Hill for a group of senators. He has been with Slawson for four years.

Slawson for four years.
Mr Slawson was not available for comment yesterday. He was in Knala Lumpur, where he is thought to be attempting to negotiate an oil venture also involving a UK independent.

Haden to make

Haden, the engineering com-pany which is fighting off a 237m takeover bid from Trafalgar House, is expected to make a 1985 forecast on Friday as part of its defence strategy. The timing of this forecast would allow Trafalgar to extend the bid period by a further four

the bid period by a ruriner rour days

Trafalgar has extended its 240p cash bid until May 2 but Haden's shares—at an unchanged 310p yesterday—remain comfortably above the bid level.

Trafalgar has until Monday next to decide whether to increase its offer

profit forecast in bid defence

Timothy Attket, for £1.62m. The Channel sale, which netted the company a £200,000 profit, removes from the scene one potential bidder for Leisure-time but raises further questions over the ultimate future of the company, which used to be known as the Old Swan Hotel (Harrogate).

P & O may lift stake in **OTT** but no bid likely

By Andrew Fisher,

Shipping Correspondent

Peninsular and Oriental Steam
Navigation (P & O) does not intend to make a full bid for Ocean Transport and Trading, but may increase its present 10 per cent stake, Sir Jeffery Sterling, the chairman, told yesterday's annual meeting.

"It is a classic situation for a trade investment," he said. "As a large shareholder, we can, if necessary, have some influence over its fate." P & O announced an 8 per cent stake in Ocean earlier this month, and then hought more shares.

Sir Jeffery pointed out that Ocean had interests in some of the same companies as P & O, namely Overseas Containers and Panocean Storage. OCL, a leading world container shipping company, last year made a record pre-tax profit of £56m.

P & O may raise its holding in Ocean, he said. "But we can achieve our objectives without an offer and, therefore, bid speculation is wide of the mark." City analysts have suggested that P & O may want full control of OCL, in which it has a direct 47A per cent stake. The alternative could be a market flotation.

When considering whether to buy more Ocean shares, however,

When considering whether to buy more Ocean shares, however,
we have it in mind that the
present price level owes much
to our interest and I hardly need to our interest and I hardly need to point out that we are not excited by the thought of paying any further premium."

Ocean's share price has risen sharply from the 163p at which it stood after Ocean's improved 1964 results were announced and before B. S. O. revealed its

1964 results were announced and before P & O revealed its holding. But last night, it was 10p down on the day at 188p.

The group also said it was holding talks with Chinese interests over the possible sale of the Uganda passenger ship, now over 30 years old and soon to end a charter with the Ministry of Defence in the Falklands. The Chinese may want merger talks had begun.

MAM intends to make a share offer for Chrysalis though the companies declined to disclose the value this would place on the record company. Chrysalis has average maintainable profits of £4m on turnover of nearly £70m, Mr Terry Connolly, managing director said.

MAM shareholders who do not want to stay with the enlarged Falklands. The Chinese may want to use the Uganda as a hotel ship.

want to stay with the enlarged

Energy Services backs defence with £2m profit

AS THE first planks in its tives of the combined group, defence of the £26.3m reverse want to develop Livingston Hire takeover. Energy Services and Electronics has reported a 26 per pany's remaining activities. cent rise to £2.12m in pre-fax profits and a 53 per cent advance at 3.63p in earnings per share for 1984. And, the company says, the current year has started well. The 1984 final dividend is being increased from 0.675p to 1p making a total for the year of

The bidder for Energy Services is Peek Holdings, a shell company with Liverpool grain storage interests. If it is successful, form would be injected by Mr. Julian Askin, who once ran Livingston Hire, Energy Services' most profitable subsidiary, and Mr Hugo Biermann. Mr Askin and Mr Biermann, who would be joint chief execu-

The 1984 figures show that

Neve Audio, which makes sound-mixing equipment for studios and has been developing a new and has been developing a new digital system, had an operating surplus of £314,000 against a 1983 loss of £174,000; but write-offs of laboratory costs and interest produced a loss for the division of £743,000 against £672,000.

Mr Frederick Rollason, chairman, said Neve has received its first order for the new system

first order for the new system and is generating cash, although further write-offs and interest will produce another loss for the division in 1985.

Overall, Energy Services group made pre-tax profits of £2.12m (£1.68m) on turnover of

£22.89m (£20.13m). Livingston Hire accounted for £3.06m (£5.52m) of the profit and £8.96m (£7.21m) of the turnover.

Profits from sales of electronic t Profits from sales of electronic equipment—other than the sound-mixers—fell to £25,000 from £140,000 on sales of £4.45m (£3.98m). The radio telephone division showed a reduced loss of £241,000 (£276,000), while oil industry products moved into a £19,000 profit from a £34,000 loss.

loss.

Earnings per share rose from 2.38p to 3.63p because UK deferred tax was provided at 35 per cent against 50 per cent in 1983. Total tax was £690,000 (£732,000), interest was £1.09m (£724,000) and depreciation £2.62m (£1.82m). Aftertax attributable profits were £1.37m (£897,000).

Chrysalis/MAM reach an outline agreement

BY CHARLES BATCHELOR

TWO OF the best known names in the pop business—the privately-owned Chrysills group and Management Agency and Music (MAM)—autounced yesterday that merger talks had been approached in principle for led to agreement in principle for a reverse takeover of the listed

a reverse takeover of the listed MAM group.
Chrysalis, a leading independent record company, and MAM, which grew to prominence managing singers such as Tom Jones and Gilbert O'Sullivan, announced last month that merger talks had begun.

MAM intends to wake a share

group will be given the opport-unity to sell their MAM shares for each. Shareholders in Chryselis.

principally Mr Chris Wright, the principally Mr Chris wright, the chairman, are expected to end up holding about 51 per cent of the enlarged group's capital.

The enlarged group will be called Chrysalis and the present Chrysalis management team will join the MAM board and play a major part in running the company.

major part in running the company.

The merger will be followed by a £5m offer for sale of new shares to fund the expansion of the group. Mr Wright will also offer up to £2m worth of shares from his entitlement.

MAM's shares, which were suspended at 162p in March—capitalising the company at £13.5m—will remain in suspension until full details of the merger are sent to shareholders in June.

Offer for Ingall is extended By Lionel Barber

By Lionel Barber
The Greater Midlands
Co-operative Society yesterday
extended its 57.3m offer for
Ingali Industries, the Wolverhampton-based funeral director,
to May 7.
The Greater Midlands, through
its newly-created subsidiary.
Farsight, disclosed that it had
received acceptances from shareholders representing 0.37 per
cent of Ingali's share capital.
In addition, it said that Farsight had bought 145,000 Ingali
shares (1.58 per cent) from
Manchester Exchange Group, the
parent of the Co-op's adviser,
the Manchester Exchange Trust.
Ingali, through its me-chant
hank adviser, County Bank, has
drawn attention to the purchases,
made just before the Co-op
launched its bid last month, to
the Takeover Panel.

the Takeover Panel.

However, yesterday the Co-op stressed that it had paid the same price for the shares as the Manchester Exchange Group,

NEW ISSUE

Aurora, the Sheffield-based engineering group, has agreed to a management buy-out at its disc spring manufacturing subsidiary. Anaco Precision Pressings, for an undisclosed sum.

Anaco, based in Wallingford, near Reading, made a significant trading loss last year on turnover of just over £1m, said Mr Derek Kelsey, managing director, who is leading the buy-out.

Mr Kelsey and three senior colleagues have put up £75,000 with County Bank Development Capital, the advisers, contributing a further £25,000 to the total £100,000 share capital.

April, 1985



SUMITOMO SPECIAL METALS CO., LTD.

(Incorporated with limited liability under the Commercial Code of Japan)

U.S. \$50,000,000 3 per cent. Convertible Bonds 2000

ISSUE PRICE 100 PER CENT.

Living State of the Late of th

Banque Bruxelles Lambert S.A. **Banque Nationale de Paris Kuwait Foreign Trading Contracting** & investment Co. (5.A.A.) The Nikko Securities Co., (Europe) Ltd. Sumitomo Finance International

Banque Indosuez Robert Fleming & Co. Limited The National Commercial Bank (Saudi Arabia) Pierson, Heldring & Pierson N.V. **Sumitomo Trust International Limited** Swiss Bank Corporation International Limited

Dresdner Bank Aktiengesellschaft LTCB International Limited Merrill Lynch Capital Markets Nippon Credit International (HK) Ltd. Saitama Bank (Europe) S.A.

Kyowa Bank Nederland N.V. Meiko Securities Co., Ltd. New Japan Securities Europe Limited Nippon Kangyo Kakumaru (Europe) Limited Vereins-und Westbank Aktiengesellschaft

British Land lifts holding in Stylo

By Alexander Nicoli

earlier this year in an unusual tender offer for shares in Stylo, has boosted its holding in the shoe retailing chain through market purchases of loose shares.

market purchases of loose shares.

The property group, headed by Mr John Ritblat, has bought a 4 per cent stake in the limited voting shares to take its holding of that class to 25.4 per cent. Limited voting shares account for 95 per cent of Stylo's equity but only 56 per cent of the votes.

Control of Stylo is tightly held by the Ziff family, headed by chairman Mr Arnold Ziff. They hold management shares accounting for 44 per cent of the votes as well as a substantial chunk of the limited voting shares, including an 18 per cent stake purchased last month from the Kuwnit Investment Office.

Stylo's share price rose 2p yesterday to 197p, valuing the company at £40m.

acceptances from shareholders representing 96.7 per cent of the share capital of Rostledge & Regan Paul and accordingly declared its offer unconditional

BRITISH LAND, which failed

Associated Book Associated Book Publishers yesterday said it had received

NEW ISSUE



AIR CANADA

appears as a matter of record only

Japanese Yen Bonds - First Series (1985) 15.000.000.000 Japanese Yen **7.3% Bonds due 1995**

Daina Securities Co. Ltd.

The Nippon Kangyo Kakusuara Securities Co., Ltd. New Japan Securities Co., Ltd. Dai-ichi Securities Co., Ltd.

15

Samo Securities Co., Ltd. Wako Securities Co., Ltd. Kokusai Securities Co., Ltd. Universal Securities Co., Ltd. Osakaya Securities Co., Ltd. Okasan Securities Co., Ltd. Tokyo Securities Co., Ltd. Yaunatane Securities Co., Ltd. Merrill Lynch Securities Company, Salomon Brothers Asia Limited, Goldman Sachs International Corp., Morgan Stanley International Lad., S.G. Warburg Rowe and Paman Akroyd (Japan) Inc., Marusan Securities Co., Ltd. Smith Barney, Harris Upinam International incorporated. Bache Securities (Japan) Ltd., Toyo Securities Co., Ltd. Table Mests

Histories Co., Ltd. Mests Securities Co., Ltd. Koyanagi Securities Co., Ltd., Kidder, Peabody & Co. Incorporated,

Extra Basels Vickers da Costa Ltd., Jardine Fleming (Securities) Ltd., Ichiyoshi Securities Co., Ltd. Maruman Securities Co., Ltd. Miko Securities Co., Ltd. Nichiei Securities Co., Ltd. The Shinger Ishino Securities Company, Limited The Kyokuto Securities Co., Ltd. National Securities Co., Ltd. The Izund Securities Co., Ltd. The Chryoda Securities Co., Ltd. Daifuku Securities Co., Ltd. Daito Securities Co., Ltd. The Kalsel Securities Co., Ltd. Kosel Securities Co., Ltd. Naigal Securities Co., Ltd. The Nippon Securities Co., Ltd.

Okatoku Securities Co., Ltd. Takagi Securities Co., Ltd. Towa Securities Co., Ltd. Chuo Securities Co., Ltd. Hiraoka Securities Co., Ltd. Kyoritsu Securities Co., Ltd. The Tachibana Securities Co., Ltd. Ryoko Securides Co., Ltd. Itogia Securities Co., Ltd.

Banque Nationale de Paris CIBC Ltd. Citicorp Capital Market Group County Bank Limited Credit Lyonnais

Citicorp from unough Book Limited

Credit Lyonnais

McKechnie Brothers

66 The improvement in the Group's performance continues with a 17% increase in profit before tax. The result would have been significantly better but for the adverse effects of weaknesses in the currencies of our overseas operations.

A slightly lower contribution from South Africa has been more than compensated by record figures from New Zealand. The UK continues to make steady progress. Your Board wishes to see a better balance between Interim and Final Dividends and is therefore increasing the Interim for this purpose. 99

Dr. J. M. Butler, Chairman

Interim Results - unaudited	Half-ye. 31st Ja	ninaili ar eugeg	Year ende
• •	1985	1984	31st Jul 198
Turnover	£'000	€'000	Audite £00
Operating Profit	113,059 7,681	97,179	202,83
Share of Profits of Associates Not Profit	1,960	6,016 2,101	∴ 13,00
Extraordinary items	4,243	4,251	3,99 10,41
Ordinary Dividend	(11) 1,505	94	(3,70
Earnings per Ordinary Share :	7.0p	1,203 7.1p	4,3B

Note - Interim dividend of 2.50p (1984 2.00p) per Ordinary Share making a gross equivalent of 3.57143p (1984 2.85714p),



McKechnie Brothers pic ALDRIDGE, WALSALL WS9 8DS

THE BEST OF THE OLD THE BEST OF THE NEW

THE HERITAGE

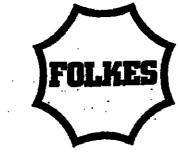
he origins of Folkes Group plc go back to 1699 when the Ordnance map of the day showed a forge on the banks of the River Stour at Lye in Stourbridge. Since then seven generations of the Folkes family have led the company with enterprise and endeavour. The company went public in 1953 and has expanded through acquisitions and organic growth, initially within the engineering industry but in more recent years broadening the company's horizons in industrial property development as well as in the consumer and service industries. The company's reputation is firmly based

Experience founded on the solid principle of excellence married to

Stability which is the result of sound business principles and the consistent endeavour of a dedicated workforce. Product quality, reliability, innovation and experienced management.

FINANCIAL HIGHLIGHTS OF 1984 (year ended 31st December)

	1984	WITH 1983
Turnover Home	£61.3m	+10%
Tumover Export	£7.1m	+31%
Profit Before Taxation	£1.8m	+260%
Earnings Per Share	3.40p	+507%
Final Dividend Per Share	0,95p	+5%
Net Assets Per Share	56.31p	+5%



FOLKES GROUP PLC

ered Office: Forge House, Old Forge Trading Estate, Dudley Road, Lye, Stourbridge, West Midlands DY9 8EL Telephone: 038 482 3111. Telex: 337326

THE FUTURE

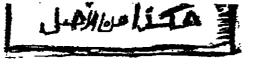
he validity of the heritage resides in the company's ability to weather a storm. In 1984 following the worst recession our industry has experienced in recent times Folkes Group is now well on the road to recovery with the best financial performance for five years. The company has achieved this by controlling costs, improving efficiency and sensible rationalisation. The company has --

Emerged leaner but better equipped for the future.

A new name (replacing John Folkes) Helopic) thus combining a respected name with modern brevity.

A new corporate identity perpetuating the company heritage in the shape of a forged steel ingot and symbolising the beginning

Re-structured 30 companies into 4 mainstream divisions - Property, Services, Engineering and Consumer Products-to facilitate management control of the group's diverse operations,



Mfer for

ticilier. Chairman

Management Buy-Outs

Folkes gains from higher demand and cost cutting

Hr Constantine Folkes, the chairman, attributes the partial recovery not only to increased demand for the group's products but also to the measures which

COMPANY NEWS IN BRIEF

Venture Link Portfolio Management Limited

de Zoete & Bevan

Have arranged the subscription of "The Venture Link M4 Syndicate" with a capital value of

£15,300,000

Provincial Insurance P.L.C. Martin Currie & Co. Target Trust Managers Limits

T.S.B. Group Pension Scho

BROWN GOLDIE & CO. LIMITED

Development Capital for Private Companies Wytch Farm and Buchan lift Goal to £4.58m

Asarco stays in loss and prepares defence package

of \$236m, which included 1984 end-year write-offs of \$216m and goes against a loss of \$31.12m in the first quarter of 1984.

copper prices are at last respond-ing to the good demand, sub-stantially in excess of super-

Lornex swings back into profit in first quarter

AFTER LOSING C\$3.28m in (21 per cent) and coal (55 per 1984, the Rio Tinto-Zize group's cent) together with the benefits to the fall in the U.S. dollar. Molybdenum prices improved to 1985.

9.9 per cent stake in the com-pany, putting together a contro-versial package of measures which effectively bar the way

Currently fighting off a bid approach from Mr Robert Holmes à Court, the Australian

the previous year. The matter dividend is raised by 3 cents to \$3 cents; the previous year's

Bramall up at £2.7m and further growth seen

The look forward to the future confident that the acquisition of fanor National, vehicle sales

at £1.34m.
The acquisition of Manchester-based Manor, at an agreed £23m, will add a further Ford dealership to Bramall's four.

No. 4

Update on IBM, April 1985.

Anew IBM job in Britain very 90 minutes.

Markete L More experts, more investment and more jobs-these were the principal benefits to Britain of IBM's increased business last year.

Reporting on the year, Sir Edwin Nixon CBE, Chairman and Chief Executive, IBM United Kingdom Limited "1984 was said. outstanding another year for the company, with strong growth throughout the product range as well as a strong export performance."

TURNOVER UP 40%

GRAWAYILLAUD HZILL IR EDWINNIXON CBE, CHAIRMAN AND CHIEF EXEC

IBM UNITED KINCDOM LIMITED.

The company's group turnover in the UK was £2,349 million, an increase of 40% over the 1983 figure.

Sales and rentals to UK customers rose from £932 million to £1,174 million, 26% more than 1983.

Group profit before tax for 1984 was £325 million, an increase of 27%. Profit after tax was £200 million, compared to £147 million in 1983.

EXPORTS UP 58%

IBM is Britain's 47th biggest company. Yet it is Britain's 6th biggest exporter.* Exports rose 58% last year, and were worth £1.175 million.

IBM has major manufacturing bases in

Britain at Greenock, Strathclyde and Havant, Hampshire-which together export 85% of their production.

INVESTMENT UP

Capital investment in the United Kingdom rose to £149 million for the year. That's a rate of £2.8 million a week invested in this country.

 \mathbf{BM} invests factories. buildings, manufacturing and information technology equipment. But most important of all, IBM invests in people.

OVER 1.300 NEW JOBS

The success of IBM in 1984 led directly to the creation of 1,380 new jobs within the company. That's over 5 new jobs every working day, or more than one every 90 minutes. IBM UK now employs over 17,500 people.

The Chairman commented, "In total, over the past two years, we have added more than 1,900 new jobs, an achievement which I believe is unmatched in the industry." For a copy of Sir Edwin Nixon's full statement and the 1984 Annual Review, write to IBM United Kingdom Limited, External Programmes, South Bank, London SE1 9PZ.

JUST THE JOB FOR BRITAIN.

The results for the year ended 31 December 1984 as shown in this statement are not the full accounts. Full accounts have not yet been delivered to the Registrar of Companies, nor have the company's auditors yet made their report on them (Section 11 Companies Act 1981).



Malaysia

Issue on a yield basis of

£75,000,000 Loan Stock 2009

payable as to £30 per cent. of the nominal amount on application and as to the balance of the issue price not later than 6th September, 1985 with interest payable half yearly on 31st January and 31st July

The Issue has been underwritten by

S. G. Warburg & Co. Ltd.

Barclays Merchant Bank Limited County Bank Limited Samuel Montagu & Co. Limited N. M. Rothschild & Sons Limited

Baring Brothers & Co., Limited Lloyds Bank International Limited Morgan Grenfell & Co. Limited J. Henry Schroder Wagg & Co. Limited

plication has been made to the Council of The Stock Exchange for the .000,000 Loan Stock 2009 (the "Stock") to be admitted to the Official List dealing in the Gilt-edged marker. It is expected that dealings in the Stock on Stock Exchange will begin on Friday. 26th April, 1985 without documents the and at seller's risk for deferred settlement on Thursday, 2nd May, 1985. otment letters (partly paid) in respect of the Stock will day, 1st May, 1985. Stock certificates in respect of Stock

£100,000 or greater ... £50.00

S. G. Warburg & Co. Ltd., on behalf of Malaysia, reserves the right to reject any application and to accept any application in part only. Acceptances of applications for Stock will be conditional inter alia upon the Council of The Stock Exchange admitting the Stock to the Official List on or before Wednesday, 1st May, 1985.

S. G. Warburg & Co. Ltd., on behalf of Malaysia, will announce the basis of allotment by 9.30 a.m. (London time) on Friday, 26th April, 1985. It is expected that confirmation of allotments will be despatched on that day. If any application is not accepted the relevant application form and the amount paid thereon will be returned by post at the risk of the person submitting the application. If any application is accepted for a smaller amount of Stock than that applied for, the balance of the amount paid on application will be so returned and in the meantime all such amounts will be held in a separate

TERMS OF PAYMENT IN RESPECT OF APPLICATIONS Each application, unless made by a recognised bank or stockbroker (as defined below) taking advantage of the alternative method of payment described below, must be accompanied by a separate cheque in pounds sterling made payable to "Lloyds Bank Pic" and crossed "Malaysia Loan", representing payment at the rate of £30 per cent. of the nominal amount of Stock applied for. Such cheques must be drawn on a branch in the United Kingdom or the Channel Islands of a bank which is either a member of the London or Scottish Clearing Houses or which has arranged for its cheques to be cleared through the facilities provided for the members of those Clearing Houses.

The alternative method of payment, in respect of payments of £10,000 or more, is available only to recognised banks or stockbrokers who irrevocably engage to pay Lloyds Bank Pke at Registrar's Department, Issue Section, P.O. Box 1,000. 61 Moorgare, London EC2R 6BL for credit to the account designated "Malaysia Loan — Alternative Payment" by 10.00 a.m. (London time) on Wednesday, 1st May, 1985 the amount in Town Clearing Funds (as defined to the property of the payment at the rate of £30 per cent, of the nominal amount epresenting payment at the rate of £30 per cent. of the nominal amount ock in respect of which their applications shall have been accepted.

Where an applicant has elected the alternative method of payment but, because the amount of Stock allotted to him is less than the amount applied for, the payment due by him falls below £10,000, such applicant must arrange for the receipt by Lloyds Bank Pic at its above address of a cheque for the amount drawn as aforesaid, so as to be cleared on or before

S. G. Warburg & Co. Ltd., on behalf of the Underwriters referred to below, reserves the right to instruct the Receiving Bank to retain the relevant allotment letters and surplus application moneys (if any) pending clearance of proclimates sensitively.

applicants' remittances.

Settlement of the balance due by Friday, 6th September, 1985 may be made either by means of a cheque, drawn as aforesaid, to be received by the Receiving Bank so as to clear no later than Friday, 6th September, 1985 or, for payments of \$10,000 or more, by means of Towa Clearing Funds (as defined below) be received by the Receiving Bank not later than 10.00 a.m. on Friday, 6th September, 1985. Any amount paid in advance of its due date shall not bean interest or be entitled to any other payment. Fallore to pay the balance on any Stock when due will render all amounts previously paid liable to forfeiture and the allotment liable to cancellation. Interest at the rate of two per cent per annium above the Base Rate for the time being of Lloyds Bank Die may be charged on such balance if accepted after its doe date. Makayaia further reserves the right, in default of payment, to sell any such Stock fully paid for its own acceptant.

The expression "recognised bank or stockbroker" shall mean any organisation which is a recognised bank for the purposes of the Banking Act 1979, any firm of stockbrokers or stockjobbers which is a member of The Stock Exchange, any Trustee Savings Bank, National Girobank and such other banks or brokers as S. G. Warburg & Co. Ltd., on behalf of Malaysia, shall determine for the

The expression "Town Clearing Funds" shall mean a cheque, banker's payment or banker's draft which is eligible for presentation in the Town Clearing System in the City of London.

Renounceable allotment letters (partly paid) in respect of Stock allotted will, except as provided for in the following sentence, be despatched on Wednesday, 1st May, 1985 by first class post to, and at the risk of, the person submitting the application in accordance with the instructions stated on the application form. A recognised bank or stockbroker using the alternative method of payment may, by ticking Box A on the application form, request that the renounceable allotment letter be retained at Lloyds Bank Plc, Registrar's Department, Issue Section, 61 Moorgate, London EC2R 6BL for collection between 3.00 p.m. on Wednesday, 1st May, 1985. Any uncollected allotment letters will be despatched by first clear over a shown will be despatched by first class post as above.

Allotment letters may be split up to 3.00 p.m. (London time) on Wednesday, 4th September, 1985 in accordance with the instructions contained therein into ominations or multiples of £100 nominal amount of Stock.

Unless a duly renounced fully paid allotment letter with the registration application form duly completed is recoived by the Receiving Bank at or before 3.00 p.m. on Friday, 6th September, 1985 or an election has been made at or before the same time to receive bearer bonds, the Stock represented by such allotment letter will, provided it is fully paid, be registered in the name of the original allottee and thereafter Stock in registered form will be transferable only by instrument of transfer. Stock certificates in respect of Stock in

DETERMINATION OF RATE OF INTEREST AND ISSUE PRICE -

described below (the "Issue Yield").

The Issue Yield shall mean the sum of 1.20 per cent, and the gross redemption yield, rounded to three places of decimals (with 0.0005 being rounded upwards), on 13½ per cent. Treasury Stock 2004-08 at 3.00 p.m. (London time) on Wednesday, 24th April, 1985, the price of such Treasury Stock to be determined by S. G. Warburg & Co. Ltd. to be the arithmetic mean of the bid and offered prices quoted on a dealing basis for settlement on the following business day by three jobbers in the Gilt-edged market. The gross redemption yield will be expressed as a percentage and will be calculated on the basis indicated by the Joint Index and Classification Committee of the Institute and Faculty of Actuaries as reported in the Journal of the Institute of Actuaries Vol. 105, Part 1, 1978, page 18.

The rate of interest attaching to the Stock will be determined by S. G. Warburg & Co. Ltd. and will be an integral multiple of one eighth of one per cent. and will be as high as possible consistent with an issue price as near as possible to, but not less than, 290 per cent. The issue price will also be determined by S. G. Warburg & Co. Ltd. and will be expressed as a percentage rounded to three places of decimals (with 0.0005 rounded upwards).

It is intended that notice of the Issue Yield, rate of interest, issue price and the amount of the first interest payment will be published in the Financial Times on Thursday, 25th April, 1985.

DISTRIBUTION OF PROSPECTUS

Copies of the Prospectus and application form may be obtained until 7th May, 1985 from:— S. G. Warburg & Co. Ltd., 33 King William Street, London EC4R 9AS; Rowe & Pitman, 1 Finsbury Avenue, London EC2M 2PA; W. Greenwell & Co., Bow Bells House, Bread Street, London EC4M 9RL;

Lloyds Bank Pic, Registrar's Department, Issue Section, 61 Moorgate, London, EC2R 6BL; and Company Announcements Office, The Stock Exchange, Old Broad Street, London EC2N 1HP (until 25th April, 1985 only).

PARTICULARS OF THE STOCK PARTICULARS OF THE STOCK
The issue of the £75,000.000 Loan Stock 2009 (the "Stock") of Malaysia will be made by the Minister of Finance of Malaysia on behalf of Malaysia under the External Loans Act. 1963 (as amended) of Malaysia and will be constituted by a Deed Polt to be entered into by Malaysia. The following includes a summary of, and is subject to, certain detailed provisions of the Deed Polt, copies of which will be available for inspection at the offices of the Registrar and the Paying America referred in below.

The Stock will represent a direct, unconditional, unsecured and general obligation of Malaysia and, subject to "Negative Pledge" below, will rank part passu and without any preference among itself and at least equally with all other present and inture unsecured obligations of Malaysia.

Negative Piedge
Malaysia will undertake that if it shall, in the future, secure any External
Indebtedness or any guarantee, indemnity or other obligation in respect of
External Indebtedness, now or hereafter existing, by any mortgage, piedge,
lien or other charge upon any of its present or future revenues, properties or
assets, the Stock shall be secured by such mortgage, pledge, lien or other
charge equally and rateably with such External Indebtedness, guarantee,
indemnity or other obligation; provided that the Stock will not be required to
be so secured if the mortgage, pledge, lien or other charge is on properties or
assets to secure the whole or any part of the purchase price of such properties or
section.

As used herein, "External Indebtedness" means any obligation in respect of borrowed moneys which borrowed moneys are expressed or denominated in a currency or currencies other than Malaysian ringgit or which are, at the option of the person emitted thereto, payable in a currency or currencies other than Malaysian ringgit or which are payable at a rate or in an amount determined by reference to a currency or currencies other than Malaysian ringgit.

(a) Redemption Unless previously purchased and cancelled or redeemed, Malaysia will redeem the Stock at par on 31st July, 2009.

(b) Purchase and Cancellation (b) Purchase and Cancellation
Malaysia may at any time purchase Stock (i) through The Stock Exchange or by
tender (available to all Stockholders alike) at a price (exclusive of all costs of
purchase) not exceeding the average of the middle-market quotations of the
Stock taken from The Stock Exchange Daily Official List for the 10 dealing
days preceding the date of purchase or, in the case of a purchase through The
Stock Exchange, at the market price (provided that such market price is not
more than five per cent, above such average) or (ii) by private treaty at a price
(exclusive of all rosts of purchase) not exceeding 115 per cent, of the middlemarket quotation of the Stock taken from The Stock Exchange Daily Official
I is on the dealing day immediately preceding the date of purchase, but not list on the dealing day immediately preceding the date of purchase, but not otherwise. Malaysia will be entitled to hold and deal with Stock purchased under this paragraph (b), which may be cancelled or not as Malaysia thinks fit. Assention is drawn to the section entitled "Purchase Fund" below.

The Stock will bear interest from 1st May, 1985 at a rate per annum to be determined in accordance with "Determination of Rate of Interest and Issue Price" above. Interest on the Stock will be payable (less, where applicable, United Kingdom income tax) by equal half yearly instalments on 31st January and 31st July (the "Interest Payment Dates") in each year, except that the first

ct of the period from 1st May, 1985 to 31st January,

Malaysia wishes to issue further stock so as to form a single issue with the ock, it shall be at liberty to do so but shall constitute such further stock by a

. Bearer bonds will be transferable by delivery.

Exchanges

Subject as provided below, Registered Stock may be exchanged in nominal amounts of £5,000, or integral multiples thereof, for bearer bonds. On issue, Coupons will be attached to bearer bonds in respect of subsequent Interest Payment Dates, provided that, in the case of a bearer bond issued pursuant to an application received after a Record Date (as defined under "Payments' below), no Coupon will be attached in respect of the Interest Payment Date immediately succeeding such Record Date. An application to exchange Registered Stock for Bearer Stock shall have attached thereto the stock certificates to which such application relates. If such stock certificates relate to a greater nominal amount of Stock than that in respect of which the application for exchange is made or relate to a nominal amount of Stock which is not an integral multiple of £5,000, the balance of such Stock will remain in registered form and a stock certificate will be issued to the holder in respect thereof.

Subject as provided below. Rearer Stock may be exchanged for Registered.

Subject as provided below. Bearer Stock may be exchanged for Registered Stock. An application for such exchange shall have attached thereto the bearer bonds to which such application relates together with all unmatured Coupons which have been issued in respect thereof. Failing presentation of all unmatured Coupons relating to a particular bearer bond, no exchange shall be made in respect of such bearer bond. In the case of receipt of an application during the period commencing on the day following a Record Date and expiring on the day before the next Interest Payment Date, the Coupon falling due for payment on such Interest Payment Date shall be deemed, for this purpose, to have matured.

Applications for exchange may be made at any time after 4th October. 1985 and must be made on the exchange forms available from the specified offices of the Registrar, the Principal Paying Agent. the Exchange Agent and the Paying Agents. Such forms, duly completed and signed (where appropriate, by or on behalf of each of the Stockholders named in the relevant stock certificates), must be lodged at the specified office of the Exchange Agent. Exchanges will only be made on payment of such reasonable costs and expresses. must be lodged at the specified office of the Exchange Agent. Exchanges will only be made on payment of such reasonable costs and expenses as may be charged in connection therewith. All applications for the exchange of Registered Stock for Bearer Stock and vice versa will be irrevocable. An application shall be deemed to be made on receipt by the Exchange Agent of a duly completed exchange form accompanied by the documents and payments referred to above and (whenever actually processed) the relevant exchange shall take effect on (and inclusive of) the date of such receipt.

Bearer bonds issued in exchange for Registered Stock (and any balance stock certificate) and stock certificates in respect of Registered Stock issued in exchange for Bearer Stock will be available for delivery at either of the specified offices of the Exchange Agent or will be despatched in accordance with the instructions contained in the exchange form, in each case within three business days of receipt of the relevant exchange form duly completed.

Payments
In the case of Registered Stock, payments of principal and interest will be made in pounds sterling by cheque or warrant, drawn on a Town Clearing Branch of a bank in the City of London, which will be posted no later than the due date for the relevant payment at each Stockholder's risk to persons who are registered as Stockholders at the close of business on the relevant Record Date or to their nominated agents and made payable to such Stockholders. In the case of joint holders in respect of a particular holding, the cheque or warrant (made payable to all such holders) will be sent to the first named on the Register unless instructions to the contrary are given in writing to the Registrar by all such holders. The "Record Date" shall mean the thirtieth day before an Interest Payment Date but should such thirtieth day fall on a day on which the specified office of the Registrar is not open for business, then the Record Date shall mean the first day thereafter on which such specified office is open for business. In the case of Bearer Stock, payments of principal will only be made against In the case of Bearer Stock, payments of principal will only be made against surrender of the bearer bonds and, subject as mentioned below, payments of interest will only be made against surrender of Coupons at the specified office of the Paying Agent in London in pounds sterling or, at the option of the bearer, at the specified office of any Paying Agent by a cheque in pounds sterling drawn on a Town Clearing Branch of a bank in the City of London or by transfer to an account in pounds sterling maintained by the payee with a bank in London.

Bearer bonds should be surrendered for redemption together with all unmatured Coupons, failing which the face value of any missing unmatured Coupon (or, in the case of partial payment in respect of any bearer bonds being made, the proportion of such face value which the amount of the partial payment bears to the principal amount due in respect of the bearer bonds) will be deducted from the principal sum due for payment. Any amounts of principal so deducted will be paid in the manner mentioned in the preceding paragraph against surrender of the relevant missing Coupon at any time before the expiry of a period of 10 years after the due date for such redemption, whether or not such Coupon would otherwise become void pursuant to "Prescription" below.

If the due date for payment of any amount of principal or interest in respect of any bearer bond or Coupon is not a day on which banks are open for business in the location of the specified office of the Paying Agent at which the bearer bond or Coupon in question is presented for payment and, in the case of payment by transfer to an account maintained by the payer in London as referred to above on which dealings in pounds sterling may be carried on in both London and in such place, then the holder thereof shall not be entitled to payment of such amount until the next following such day in such place or places or to any interest or other sum in respect of such delay. interest or other sum in respect of such delay.

If the redemption date for any bearer bond is not an Interest Payment Date, interest accrued since (and including) the last preceding Interest Payment Date

be incurred in connection therewith and on such terms as to evidence and indemnity as Malaysia and the Registrar, or as the case may be, the Exchange Agent, may require. Mutilated or defaced stock certificates, bearer bonds or Coupons must be surrendered before replacements will be issued.

Registrar, Principal Paying Agent, Eschange Agent and Paying Agents
The initial Registrar will be Lloyds Bank Plc and its specified office will be
Registrar's Department, Goring-by-Sea. Worthing, West Sussex BN12 6DA,
and the initial Principal Paying Agent and Eschange Agent will be Lloyds Bank
Plc and its specified offices will be Registrar's Department, Issue Section 6.
Moorgate, London EC2R 6BL and Registrar's Department, Goring-by-Sea,
Worthing, West Sussex BN12 6DA, or in each case, such other addresses as
may be notified to Stockholders in accordance with "Notices" below. In the
event of any change in the above appointments, Malaysia will appoint another
Registrar having a specified office in the United Kingdom or another Principal
Paying Agent or Exchange Agent having a specified office in London, as the
case may be, and notice of each such appointment will be given to Stockholders
in accordance with "Notices" below. in accordance with "Notices" below.

The initial Paying Agents will be Kredietbank S.A. Luxembourgeoise and Morgan Guaranty Trust Company of New York and their specified offices will be 43 Boulevard Royal, Luxembourg and 35 Avenue des Arts, B-1040, Brussels, Belgium respectively. Malaysia will at all times maintain a Paying Agent in at least one country in Europe other than the United Kingdom. Stockholders will be notified in accordance with "Notices" below of the replacement of any Paying Agent, a change in its specified office or the appointment of additional Paying Agents.

If any of the following events shall occur and shall be continuing, each Stockholder may, by written notice given to Malaysia care of Bank Negara. Malaysia at its principal office for the time being in Malaysia, declare his Stock that and repayable whereupon such Stock shall immediately become due and repayable, together with accrued interest to the date of actual repayanent in full

the and repayable whereupon such stock situal interesticity become use and repayable, together with acqued interest to the date of actual repayment in full (as well after as before judgment):—

(i) any amount of principal or interest due on the Stock is not paid within ten days of the due date; or

(ii) Malaysia shall fail to perform or observe any other term, undertaking or agreement contained in or relating to the Stock, and such default shall continue for 30 days after notice thereof shall have been given by the holder of any of the Stock to Malaysia care of Bank Negara Malaysia at its principal office for the time being in Malaysia; or

(iii) any External Indebtedness (as defined under "Negative Piedge" above) of Malaysia becomes prematurely payable or repayable following a default or Malaysia defaults in the payment or repayment of any of its External Indebtedness at the manurity thereof as extended by any grace period applicable thereto or any guarantee given by Malaysia of any External Indebtedness of others is not honoured when due and called upon or within any grace period applicable thereto or any sugrantee of any External Indebtedness of Malaysia or for any guarantee of any External Indebtedness of others given by Malaysia becomes enforceable or Malaysia shall declare a general moratorium on the payment of its External Indebtedness.

The conditions of the Stock, the provisions of the Deed Poll and the rights of Stockholders will be subject to modification by Extraordinary Resolution of the holders of the Stock as provided in the Deed Poll.

Title to Bearer Bonds and Coupons

This is Bearer Bones and Compous
Malaysia, any Paying Agent and the Exchange Agent may treat the holder of
any bearer bond or Compon as the absolute owner thereof (whether or not such
bearer bond or such Compon shall be overdue and notwithstanding any notice
of ownership or writing thereon) for the purposes of receiving payment and for
all other numerous

Prescription
If any principal or interest in respect of Stock which was Registered Stock on the due date for payment of such principal or interest remains unclaimed for a period of 10 years (in the case of principal) or five years (in the case of interest) from the later to occur of (i) such due date for payment thereof and (ii) the date on which the cheque or warrant in payment thereof was first despatched, such principal or (as the case may be) interest shall, at the end of such 10-year or (as the case may be) five-year period, be forfeited and revert to Malaysia and the rights in respect of the person or persons otherwise entitled thereto shall become void.

Each bearer bond and (except as mentioned in "Payments" abuve) each Coupon will be void unless surrendered for payment within a period of 10 years and five years, respectively; from its due date for payment.

Governing Law, Jurisdiction and Waiver of Immunity The conditions of the Stock and the provisions of the Deed Poll will be governed by and construed in accordance with the laws of England.

Malaysia will inrevocably agree that any suit, action or proceeding ("proceedings") arising out of or in connection with the Stock may be brought in the English courts or in any competent court in Malaysia, will submit to the non-exclusive jurisdiction of, and, to the extent that it is legally able to do so, will waive irrevocably any immunity to which it might otherwise be entitled in proceedings brought in, each such court and will consent generally in respect of any proceedings arising out of or in connection with the Stock to the giving of any relief or the issue of any process in the English courts in connection with such proceedings including, without limitation, the making, enforcement or

Notices will be valid if despatched by pre-paid post (first class airmail if overseas) to each Stockholder at his registered address (and in the case of joint holders, at the address of the Stockholder whose name stands first in the Register suless, in the case of a particular joint holding, instructions to the contrary are given in writing to the Registrar by all the joint holding in respect of such holding) and if published in one leading daily newspaper printed in the English language and with general circulation in London or, if this is not gracticable, in a newspaper printed in the English language having general circulation in Europe. It is expected, however, that publication of such notices will be made in the Financial Times. Any such notice will be deemed to have been given on the later of the day following the date of such despatch and the date of the first such publication.

PURCHASE FUND

By an Agreement daird 22nd April, 1985 (the "Purchase Agency Agreement"), Malaysia has appointed S. G. Warburg & Co. Ltd. as its purchase agent (together with any successor, the "Purchase Agent") in relation to the Stock (which for this purpose includes the stock of any further issue made pursuant to "Particulars of the Stock then constrainting). The Purchase Agent will endeavour to purchase on The Stock Exchange or otherwise £5,000,000 nominal amount of the Stock (which may include rights thereto in renounceable from and, in the case only of the £75,000,000 nominal amount of Malaysia during the period beginning on 1st May, 1985 and ending on 31st Many, 1988. Purchases will be made at such prices (exclusive of accrued interest and all costs of purchase) as the Purchase Agent many at its sole discretion consider reasonable in the light of then prevailing market conditions, but not exceeding the issue price of the £75,000,000 nominal amount of Stock now being offered (or, so long as such Stock remains partly paid, £30 per cent. of the nominal amount thereof) at such times within such period as the Purchase Agent may at its sole discretion determine. Stock so purchased will be cancelled. The mominal amount of Stock which the Purchase Agency Mgreement will be reduced to the extent that Malaysis paychases Stock otherwise than through the Purchase Agent and cancels such Stock or causes it to be cancelled (together, in the case of Bearer Stock, with all unminumed Coipous relating thereto) towards satisfaction of the nominal amount of Stock to be purchased and cancelled pursuant to the Purchase Agency Agreement. Within 21 days of each interest Payment Date. Malaysia will amounte the nominal amount of Stock sto be purchased and cancelled pursuant to the Purchase Agency Agreement during the six months preceding such Interest Payment Date.

Malaysia undertakes that it will not terminate the Purchase Agency Agreement.

Malaysia undertakes that it will not terminate the Purchase Agency Agreement during the above period or seek to amend it so as to reduce the £5,000,000 nominal amount or the period or the maximum prices mentioned above. Any amendment to the Purchase Agency Agreement will be notified to Stockholders in the same manner as notices to Stockholders are required to be given in accordance with the terms and conditions of the Stock.

The above undertaking is not a term or condition of the Stock. The Purchase Agent will act solely as the agent of Malaysia and does not assume any duty of agency or trust towards the subscribers of the Stock or the holders for the time being of the Stock.

THE OF PROCEEDS

The net proceeds to be received by Malaysia from the issue of the Stock will be credited to an account of Bank Negara Malaysia (the Central Bank of Malaysia) on behalf of Malaysia. Such funds will be used for purposes specified in the External Loans Act, 1963 (as amended).

The Stock in both registered and bearer forms will be dealt in on The Stock. Exchange in the Gift-edged market. The Stock will normally be traded for settlement and delivery on the working day after the date of the transaction. Under current market practice, the price of the Stock will be quoted inclusive of accused interest until the Stock has five years or less to run until final maturity.

It is expected that dealings on The Stock Exchange will begin on Friday, 26th April, 1985 without documents of title and at seller's risk for deferred extlement on Thursday, 2nd May, 1985.

CURRENT UNITED KINGDOM TAXATION AND STAMP DUTY as below are based on current law and Inland Revenue practice.

income Tax,
United Kingdom income tax at the basic rate, (currently 30 per cent.) will be deducted from interest paid on Registered Stock. Holders of Registered Stock who are not resident in the United Kingdom for tax purposes may apply for exemption, from this tax by sending a form A3 to the Inspector of Foreign Dividends.

Dividends.

Such income tax will also be deducted from interest paid on bearer bonds by the United Kingdom Paying Agent unless a declaration can be made, in the form required by the Inland Revenue; that the holder is the beneficial owner of the interest and bearer bond and is not resident in the United Kingdom for tax purposes and unless the interest is decaned to be the income of a resident of the United Kingdom for tax purposes.

There are certain exceptions to the above where interest is paid to banks or where interest ou Kingdom for tax purposes.

Paying Agents consider the United Kingdom all not declarate Limited Kingdom income tax from interest or beared bonds: However, where any person at the United Kingdom income tax unless and echaration can be made in the form required by the Inland Revenue that the holder is the beneficial owners of the interest and bearer bond artis not resident in the United Kingdom for tax purposes.

Contail Gains Tax

Capital Gales Tex The Stock will not be a "deep discount security" within Section 36 of the Finance Act 1984. Notwithstanding that the issue price of the Stock will be below its nominal value, no part of the original issue discount which is realised either by payment on redemption of the Stock or on sale prior to redemption will be subject to United Kingdom income tax (except as a trading receipt of a dealer in according).

The Stock will be a qualifying corporate bond for the purposes of United Kingdom tux on capital gains. Gains on Stock held for more than 12 months (including gains attributable to the original issue discount) will generally be except from such tax. Losses on Stock held for more than 12 months will not be except from such tax. Losses on Stock held for more than 12 months will not be allowable losses. Special rules determine when Stock sold or redesmed is negarded to have been acquired.

It should be noted that from the introduction of the accrued income scheme on 28th February, 1986, gains annihumble to accruing interest will be tamble as income. This will be subject to exceptions for individuals with small holology of securities. In addition, transitional provisions are to be introduced to prevent forestelling of the accrued income scheme.

Franciers of Stock are free of United Kingdom stamp duty.

INVESTMENT STATUS Transfee Status

Registered Stock, when listed, will be an investment falling within Part II of the First Schedule to the Trustee Investments Act 1961. Investment by trustees in bearer bonds is subject to the provisions of section 7 of the Trustee Act 1925.

Registered Stock, when listed, will be an investment falling within the Schedule to the Building Societies (Authorised Investments) (No. 2) Order 1977 (as amended) and will initially fall within Part III of that Schedule.

Insurance Company Status The Stock will be within the meaning of "approved securities" under Part V of The Insurance Companies Regulations 1981.

INFORMATION RELATING TO MALAYSIA cial and Political Structure

Malaysia is an independent and sovereign state. Since 1957, Malaysia has been a member of the British Cos Malaysia has a total land area of 331,900 square kilometres, comprising Peninsular Malaysia (132,000 square kilometres) and Sarawak and Sabah. (159,000 square kilometres) in northwest Borneo.

(139,1448 square Entometres) in noturest Borneo.

The population of Malaysia in 1984 was estimated to be 15.1 million, 83 per cent. of which inhabited Peninsular Malaysia. Malays and other indigenous peoples comprised 55 per cent. of the population, while Chinese and Indian Malaysians constrained 35 per cent, and 10 per cent, respectively.

Melaysians constrained as a constitutional description of the population of the per cent.

Malaysians comprised 33 per cent, and 10 per cent, respectively.

Malaysia is a parliamentary democracy with a constitutionally elected monarch. Her Parliament consists of the King, elected by and from among the hereditary raties of nine of the 13 States of Malaysia; a Senate consisting of 32 mombers nominated by the King and 26 members elected by the 13 State legislatures; and a House of Representatives elected every five years through universal athits suffrage. Federal legislature power is vested in the King, the Senate and the House of Representatives, from the last of which the Frame Minister is drawn. Although legislation may originate from either house (except for finance bills, which must originate from the House of Representatives), it is rare for the Senate itself to propose new legislation. The King and the Senate have power to delay new legislation for a period bit have no right of yeto. Parliamentary procedure in Malaysia is derived from that of the United Kingdom.

the United Kingdom.

From Independence to the present, the National Front (formerly the Alikance Party) has been the ruling party in Malaysia. The National Front is a coalition consisting chafty of the members of the original Alliance Party, namely the United Malay National Organisation, the Malaysian Chinese Association and the Malaysian Indian Congress. The National Front currently holds 138 of the 134 scats in the House of Representatives. Malaysia's next general election is due to be held in May 1987, Since independence, Malaysia has enjoyed a high level of constitutional and political stability.

Malaysia is a manhance the United National

Makeysia is a member of the United Nations, the International Monetary Fund, the International Bank for Reconstruction and Development, the Asian Development Bank and the Association of South East Asian Nationa (ASEAN), and is a contracting party to the General Agreement on Tariffs and Trade (GATT).

ale Structure and the New Economic Policy

aconomic Structure and the New Economic Policy
Malaysia 1-conomy is based on free enterprise. The Government, however,
milates and guides economic development through five-year economic plans
(the "Malaysia Plans") and through the New Economic Policy, which was
introduced in 1971 in the Second Malaysia Plan. The New Economic Policy
emphasises the importance of reducing through the medium of growth the
economic imbalances among the major ethnic groups and regions in the
country.

The Fourth Malaysia Plan, which was introduced in 1981, continues to seek to create wealth and to restructure Malaysian society in order to reduce socio-economic imbalances and attain long-term economic progress. Work is currently in progress for the introduction in 1986 of the Fifth Malaysia Plan. The public sector has traditionally played an important role in Malaysia's industry and business, not only through its operation of certain basic facilities such as the railway, air transport and telecommunications systems but also

through joint ventures with the private sector. In accordance with the Government's policy of privatisation, the process of transferring certain of in assets to private sector ownership has commenced. This policy of privatisation is aimed largely at relieving the financial and administrative burden of the Government and at increasing the economic efficiency of Malaysia through

Exports, Imports and Industries

Exports, Imparts and Industries
In the first 11 months of 1984, Malaysia's principal exports were petroleum
(23.2 per cent.), manufactured goods (30.6 per cent.), saw logs and saven,
imber (9.6 per cent.), palm oil (11.9 per cent.), robber (9.7 per cent.) and tim
(3.3 per cent.). While exports of agricultural commodities remain of
impartmental importance to Malaysia's economy, exports of crude petroleum
and manufactured goods, which in 1979 comprised only 17.5 per cent. and 19.9
per cent. of exports respectively, have grown in importance.

Malaysia's manufacturing industry evolved initially in substitution for imports but has expanded to comprise 18.6 per ceur, of real GDP in 1984. Principal manufactures include electrical appliances and electronic components, petroleum and chemical-based products, textiles, clothing and footwear, food and wood products.

Malaysia's current proven oil reserves are estimated at 2.9 biblion barrels, which at the present rate of depletion should last 20 years. Although Malaysia increasingly is an important oil producer, she is not a member of OPEC. Malaysia's commercially recoverable reserves of natural gas are estimated at 49 rillion units feet. Production of liquified natural gas commenced in January 1983 and is estimated at 3.7 million touries in 1984. LNG production is expected to rise over the next few years.

Malaysia's principal export markets are Singapore, Japan and the United States. Malaysia is committed to strengthening economic ties with her Asian and Pacific neighbours.

Malaysin's imports are heavily weighted toward machinery and transport equipment and also include other manufactured goods, low grade mineral oils and food items. The principal exporters to Malaysia are Japan, the United States and Singapore. For the four years ended 31st December, 1983 and the 11 months ended 30th

		1980	1981	1982	1983	22Nov. 1984(1)
		MSm	MS'm	M2M	MSm	MSm
EXPORTS (Lob.)	•					
Agriculture						
Rabber		4,618	3,712	2,655	3,664	3,390
Saw loss		2,618	2,476	3,382	2,807	2,317
Sawn timber		1,344	1,119	1,165	1,350	1,057
Palmod		2,603	2,835	2,742	2,995	4,148
Palm kernel oil a	esci.		-	-	-	
COCUMENT OFF		403	382	402	603	890
Pepper		108	82	66	78	73
Fish		171	145	153	194	137
Minerals			-			
Tin		2,505	2,138	1,484	1,718	1,102
Crude petroleur	D	6,709	6,921	7,694	7,871	8,114
Manufactures		6,232	6.285	7,355	9,447	10,692
Other exports		861	1,014	1,010	2,044	3,002
			<u> </u>			
Total		28,172	27,109	28,108	32,771	34,974
	••	<u> </u>				_
IMPORTS(cil)						
Food, beverages and	tohacco	2,666	3,197	3.247	3,124	3,133
Inedible crude mater	inds	1.053	1,191	1,132	1,192	1.065
Mineral fuels :.		3,554	4,579	4,390	4,246	3,089
Oilandfats		30	35	37	- 56	112
Chémicals	• ••	2,022	2,096	2.145	2,424	2,454
Manufactured goods		3,849	4,277	4,915	4,893	4,686
Manufactures goods		2,013	د دعوہ	صوره	-1000	7,000
Machinery and trans		9,105	9,884	11,548	13,162	13,697
Miscellaneous manuf		. 3,111	2,004	11,040	20,100	بحدرسه
		975	1,077	1,354	1,429	1,606
goods		197	268	255	213	281
Otherizaports			200			
Total		23,451	25,604	29,023	30,739	30,123
	-					_
Note:-	•					
(1) Professiony.						
Communication of Communication	and the Marie	orie				

Receit Development of the Economy

Malaysia has enjoyed rapid economic growth. In the 1960s and 1970s this was based upon the exploitation of her wide range of natural resources, which include petroleum, timber, rubber, tin and palm oil. In the five years ended 1980, Malaysia's real GDP grew at an average amoust rate of 8.6 per cent. Until 1980, the weath generated by commodity experts was mostly sufficient to finance Malaysia's expansion of her industrial and manufacturing sector. For the five years ended 31st December, 1984, Malaysia's GDP (at 1970 constant prices) was as follows—

_			_			
	MSm		MSm	76	MS'm	%
Agriculture, forestry and fishing	6,255		6,516	23.2	6,995	23.6
Mining and quarrying	1,171	4.5	1,148	4.1	1,180	4.0
Maconcluring	4,874	18.6	5,115		5,309	17.9
Construction	1,209	4.6	1,391	5.0	1,533	5.1
Electricity, gas had water	685		. 665	2.4	· 707	- 2.4
Public administration and deletes	3,202	17.2	3,750	· 13.3	4,030 -	13.6
Transport, storage and		-				
communication .	1,805	6.9	2,024	7.2	2,248	` 7.6
Wholessie and retail trade	3,530	13.5	3,772	13.4	3,952	13.3
Other services	2,761	10,5	2,949	10.5	3,111	_30.5
ting a state of the state of th	, , , , , , , , , , , , , , , , , , , 		1	, 	·	·
GDP at practasers value (2)			28,092	000.0	:29,677 ₁ .	.,100.0
Bulletin (1807) is a principle of the contract of			رست .	·		
		•	*:.:::::::::::::::::::::::::::::::::::	. "* - *		verage.
_						American I
	· · · -					h Rain
	19	S.,	1986	(4)	. 190	0/1984
	. MS no	*	MTn.	%		*
Agriculture, forestry and fishing	6.922	22.0	7,130	21.1		33
Mining and querrying	1,398	4,4	1,678	5.0		7.0
Massafacturing	- 5.659	18.0	6,287	18.6	-	7.1
Construction	1.685	5,4	1,825	5.4		12.2
Electricity, gas and water	786	25	874	2.6		9.4
Public administration and defence	4.232	13.5	4,401	13.1	_	7.6
Consport, storage and	٠.					
commelcation	2.447	7.8	2,667	7.9		11.5
Wholesale and retail trade	4,260	13.5	4,567	13.5		7.6
Other services	3,324	10.6	3,539	10.5	•	6.3
•						 -
GDP at purchasers' value (2)	31,442	100,0	33,724	100.0		6.8
Notes-						
(I) Preliminare						
11/ F/44/199751						

atment of Statistics, Malaysia. . . .

The world recession which followed the 1979 oil price rises depressed overseas demand for several of Mainysia's primary products. Until mid-1982, the Government stought to insulate Mainysia from the recession through increased public sector expenditure, which was substantially financed in the domestic and foreign capital markets. The worsening of Malaysia's balance of trade coupled with an increase in the cost of Federal debt service resulted in a market deterioration of Malaysia's balance of payments. The current account of the balance of payments declined from a surplus in 1979 of MS2,034 million to a deficit in 1982 of MS8,409 million. In the same period, Government debt (domestic and external) rose from MS20,492 million to MS41,869 million and the Government delicit rose from 8.2 per cent. to 18.3 per cent. of GDP. For the five years ended 31st December, 1984, Malaysia's balance of payer

Mt'm Mt'm

1980 1981 1982 1983 1984(1)

Win Win

	ى جور	سجم	мал	ere in	ar n
Merchandise balance	5,238	(243)	(1,758)	1,149	6,297
Exports (2)	28,013.	26,900	27,946	31,853	37,881
Imports (2)	(22,715)	(27,143)	(29,704)	(30,704)	(31,584
Services belance	(5,813)	(5,312)	(6,576)	(8,594)	(10,289
Transfers (net)	(45)	(78)	``(75)	` (54)	` (155
Balance on current account	(620)	(5,633)	(8,409)	(7,499)	(4,147
Official long-term capital (net)		2,916	4.589	4.649	2,469
Government borrowing (net) (3)	352	2,942	4,897	4,796	3,330
Other official long-term capital	(30)	(26)	(308)	(147)	1861
Corporate investment	2,033	2,914	3,263	2,797	2,105
Commercial credits (net).	(140)	101	580 ⋅	1.593	1,630
Balance on long-term capital					
account	2.215	5,931	8,432	9.039	6,204
Balance on current and capital			•,	-,	•,
account	1,595	298	23	1,540	2,057
Private financial capital (4)	939	97	. 326	285	(288
Errors and omissions	(1,532)	(1,488)	(963)	(1,880)	(1,457
Allocation of Special Drawing		**	¥-7.	·	• • •
Rights	. 76	73		_	_
IMP Resources	_	510	152	166	(125
Net change in Central Bank		•		•	
reserves	1,078	(510)	(462)	111	187
Notes:	•				
(1) Preliminary.	-				
(2) "The amounts shown represent the to	ul mondad	سد تمساده	د حصب م	ا من لسنت	كن معموليا
payment purposes is accordance wit	وتعصصوا		al practices.	. سرحس	
(3). Refers to procepts and repayments of	e market a	ul project k	م است	pplies eo	at by 🖦

Department of Statistics, Mulsyria.

Following the general election in 1982, the Government announced its intention to redress the balance of Malaysia's current account and reduce the Government deficit. The reduction of Malaysia's debt burden became a central feature of the administration's policy. In order to achieve these objectives, the public sector is reducing its role in Malaysia's industrial and business development and increased private sector investment is being encouraged from both home and abroad. The Government seeks to broaden Malaysia's manufacturing base, particularly those acctors related to Malaysia's natural resources.

In 1984, the rate of growth of Malaysia's real CDP increased to 7.3 per cent., compared to 5.9 per cent. in 1983. In 1984, Malaysia's balance of payments deficit on the current account was reduced from MS7,499 million to MS4,147 million and the Government deficit declined to MS7,398 million (9.6 per cent. of GDP). Malaysia's trade balance recorded a surplus of MS6,297 million compared with the surplus of MS1,149 million in 1983.

compared with the surplus of M\$1,149 million in 1983.
On 19th October, 1984, the Government introduced the 1985 Budget to the House of Representatives. The Budget continues the politicis began in 1982 and reflects the three central, strategic aims of someoned constraints on public sector, expenditure; measures to reduce the current account deficit of the balance of payments; and the promotion of private sector growth. Total Federal expenditure in 1985 is expected to amount to M\$28,201 million (compared to M\$27,715 million in 1984), of which 75 per cent. is earmarked for operating and 25 per cent. for development expenditures. This compares with 75 per cent. and 27 per tent. allocated to operating and development expenditures respectively in 1984. The small amount of the increase in total Federal expenditure reflects the Government's commitment to take measures necessary to ensure that expenditure is maintained at the lowest possible level.

These measures include continuing the freeze on new civil service appointments and control over non-essential expenditures. In order to promote private sector growth, the 1985 Budget introduced a number of important tax measures designed to encourage private stvings and investment. Personal income tax thresholds were reduced and the threshold for death duties for persons domiciled in Malaysia was increased from M850,000 to M82,000,000. In addition, the Government has unconnect that it is reviewing the system of industrial incentives in order to encourage further private investment.

Public Debt

Pasic Dear Total Government direct debt in 1984 aggregated M\$57,761 million, or M\$3,825 per capita, compared to total GDP of M\$76,400 million, or M\$5,060 per capita. In the same year, Malayaia's external direct debt totalled M\$20,686 million and external debt service payments of the Federal Government represented 13.5 per cent, of Federal revenus. Direct debt means, for these purposes, both external and internal borrowing undertaken directly by the Federal Government.

Direct Debt For the five years ended 31st December, 1984, direct debt of the Government of Malaysia was as follows:—

		٠.	1980	1981	1982	1983	19 8 4(1)	
			M\$'m	MSm	M5'm	MSm	M\$'m	
Internal: Punded Debt Other Direct D	 ebt		16,795 1,490	20,586 1,790	26,421 2,290	31,165 2,790	34,285 2,790	
Total			18.285	22,376	28,711	33,955	37,075	
External (2): Funded Debt Other Direct D	 ebt	::	4,861	8,278	13,158	17,728	20,686	
Total			4,861	8,278	13,158	17,728	20,686	
Total: Funded Debt (3 Other Direct D		::	21,656 1,490	28,864 1,790	39,579 2,290	48,893 2,790	54,971 2,790	
Total		-:	23,146	.30,654	41,869	51,683	57,761	
Notes:— (1) Preliminary. (2) Debt rolesd prior to the end of 1973 has been revalued at the exchange rate prevailing at the end of each year. Debt rolesd subsequent to this date has been valued at the exchange rate; at the time of receipt. (3) All the classified as "funded debt" refers to debt obligations with original maturities of more diam one year from the date of itsue. (b) Receint Borrowings Since 1st January, 1985 to the date hereof, the following internal financing was arranged by the Government:—								
Title		٠	Amount	<u> </u>	D	ate of issu	<u>. </u>	
Government of M Loan No. 1 of 198	5 '		\$1,600 mil		16t)	April, 1		

Since 1st January, 1985 to the date hereof, the following external financings were arranged by the Government:— Date of issue/drawdown Amount 6th March, 1985 15th April, 1985 Syndicated Loan FRNs due 2015 Can.5150 million

Date of Signing Amount U.S.\$500 million 29th May, 1984 Sendicated Loan For the five years ended 31st De ember, 1984, debt guaran 1980 1981 1983 1984(7)

MS'm MS'm 1,331 1,576 3,715 5,487 MS'm 638 2,953 MS'm 703 2,404 1,761 7,138 3,591 3,107 5,046 7,063 8,899 Numer—
(3) Preliminary.
(2) Debt reited prior to the and of 1973 has been resalved at the exchange rates prevailing at the end.
of each year. Debt rained subsequent to this dose has been valued at exchange rates prevailing at the time of receipt.

Debt Record The Federal Government of Malaysia has always paid when due the full currency face amount of principal, interest and amortisation or sinking fund requirements of its direct and indirect indebtedness in accordance with the terms of such indebtedness.

GENERAL INFORMATION

1

Underwriting Arrangements
By an Underwriting Agreement dated 22nd April, 1985, S. G. Warburg & Co. Lake, Barclays Merchaint Bank Limited, Baring Brothers & Co., Limited, County Bank Limited, Lloyds Bank International Limited, Samuel Montagu & Co. Limited, Mogram Grentell & Co. Limited, M. M. Rothschild, & Sons Limited and J. Henry Schroder Wagg & Co. Limited (he "Underwriters") have agreed with Malaysia to underwrite the issue of the Stock and the payment of £50 per cent. of the nominal amount thereof. The Underwriting Agreement is subject to certain conditions and S. G. Warburg & Co. Lud, on behalf of the Underwriters, may terminate the Underwriting Agreement if such conditions are not fulfilled and under certain other circumstances. If the Underwriting Agreement is so terminated, no applications for the Stock will be accepted or, as the case may be, acceptances of applications for the Stock will be accepted or,

The applicat This form must be ledged w

Malaysia has agreed to pay to the Underwriters commissions aggregating £1.25 per £100 nominal amount of Stock for their services as managers and underwriters of the issue, out of which will be paid commissions to the brokers to the issue (Rowe & Pitman and W. Grænwell & Co.) and certain other persons who have been offered, on behalf of Malaysia, and have accepted underwriting participations in respect of the issue of the Stock. Malaysia will also pay brokerage of 12½p per £100 of Stock to recognised banks or stockbrokers (as defined above) on allotments made in respect of applications on forms bearing their stamp; this commission will not, however, be paid in respect of any allotment which arises out of an underwriting commisment. The total expenses of the issue (including the above-mentioned commissions but enduding brokerage) are estimated to amount to approximately £1.09 million and are payable by Malaysia.

General

No person is authorised to give any information or to make any representation not contained in this Prospectus; and any information or representation not contained herein must not be relied upon as having been authorised by Malaysin. This Prospectus does not constitute an offer of, or an invitation to subscribe for, the Stock in any jurisdiction to any person to whom it is unlawful to make such an offer or invitation in such jurisdiction.

The Enro-clear System and Cenes. S.A. have accepted the bearer bonds for clearance under code nos. 12336 and 203 394 respectively.

The Stock is issued by the Minister of Finance of Malaysia on behalf of Malaysia under the External Loons Act, 1963 (as amended) which anthorises the raising of loans outside Malaysia for a variety of statutory purposes. By an Order of the Minister of Finance made on 22nd April, 1983 under the External Loans Act, 1963 (as amended), effect has been given to the external Loans Act, 1963 (as amended), effect has been given to the external and conditions of the Stock (see "Payments" and "Taxation" under "Particulars of the Stock above). The loan evidenced by the Stock will not be an approved loan for the purposes of the Income Tax Act 1967 (as amended) of Malaysia.

Malaysia.

Under Malaysian law, Malaysia is permitted to submit, as described in "Governing Law, Jurisdiction and Warver of Immunity" under "Particulars of the Stock" above, to the jurisdiction of the English courts. A Stockholder may take action against Malaysia in such courts to recover the principal of, or interest on, the Stock and may obtain a final conclusive judgment expressed in pounds sterling. The judgment of any such English court may be enforced in Malaysia pursuant to the Reciprocal Enforcement of Judgments Act, 1958 of Malaysia. Under Malaysian law, however, no execution or attachment or process in the nature thereof can be issued out of any court in Malaysia for enforcing any judgment or order against any of the assets of Malaysia in Malaysia. Judgments obtained against Malaysia are however charged on the Federal Consolidated Fund under Article 98 of the Federal Consolidated Funder and the fundament of the

Federal Consolutated rund under Article 98 of the Federal Constitution.

Malaysian legislation provides that where the sum payable under a judgment which is to be registered is expressed in a currency other than Malaysian currency, the judgment shall be registered as if it were a judgment for such sum in Malaysian currency as, on the basis of the rate of exchange prevailing at the date of the judgment of the original court, is equivalent to the sum so payable. The Deed Poll will provide that Stockholders will not suffer any loss arising as a consequence of such registration.

Certain amounts herein are expressed in Malaysian ringgit, also referred to as "MS". As at 31st December, 1984, £1 = M\$2.8254. At 10.00 a.m. on 15th April, 1985, the middle rate between the buying and selling spot delivery rates for Malaysian ringgit quoted on the London loreign exchange market was £1 = M\$3.1050.

Documents for Inspection Copies of the following documents will be available for inspection at the offices of Slaughter and May, 35 Basinghail Street, London ECZV 5DB during normal business hours until Thursday, 3th May, 1985.— (i) the Underwriting Agreement and Purchase Agency Agreement referred

to above; a draft, subject to modification, of the Deed Poll referred to above, which includes as exhibits thereto the forms of stock certificate and bearer bond;
(iii) a draft, subject to modification, of the Registrar's, Paying and Exchange

d urant, subject to modulcation, of the Registrar's, Paying and Exchange Agency Agreement; the External Loans Act, 1963 (as amended) of Malaysia; the above mentioned order of the Minister of Finance; and extracts from the Journal of the Institute of Actuaries Vol. 105, Part 1, 1978.

Receiving Bank Lloyds Bank Pic Registrar's Departm

Issue S P.O. Bo 61 Mos London E	x 1,000	
Registrar and Transfer Office Lloyds Bank Pic Registrar's Department Goring by Sea Worthing West Sussex BN12 GDA	Principal Paying Enchange A Lloyds Ban Registrar's Dej Issue Section P.O. Box 1,000 61 Moorgate London ECZR 6BL	k Pic
Paying iredictions S.A. Laurembourgeoise	Morgan Guaranty T	rest Compe

P.O. Box 1108 35 Avenue des Arts B-1040 Brussels Belgium Legal Adv

Staughter and May 35 Basinghall Street London EC2V 5DB Rashid & Lee Bangunan Bank Ut 56 Jalan Tuanku

The Stock Excha

Pitmen.	W. Greenwell & Co.
Avenue 2M 2PA	Bow Reils House Bread Street
a nge in London	London EC4M 9RL and The Stock Exchange in Lo
	The Stock Cychange in th

Amount of Stock

Amount payable on

trick accepted

# 1 # 1	APPLICATION FORM ist will open at 18.80 a.m. on Thursday, 25th April, 1985 and will close later on the same day. Liopds Bank Pic, Registrar's Department, Issue Section, P.O. Box 1,800, 61 Moorgate, London EC2R 6
	MALAYSIA
	Issue on a yield basis of £75,000,000 Loan Stock 2009
	and the second s

1 43000 2010	20 no. 04 -pp=-,12-4=1,12-4,		<u> </u>
To: S. G. Washing & Co. Led.; of In accordance with the terms of applied for or any santler amon Prospectus.		re apply as below. I/We interocably undertapplication and to pay for the same in cou	ske to accept the amount of Stock formity with the terms of the said
·	Nomical amount of the Stock applied for	Associat coclessed at £30 per cent. of the anomnel exponent applied for]
·	£ .00	£ .00	_

1	Application result be for a substance of £100 provided a	market of Stock and Christian	r for soultiples of Stock at follows:	
ı	Amount of Stock applied for	<u> Makipk</u>	Amount of Stock applied for	Meld
J	£10010 £1.000	£ 108 £1,000	£100,000 or greater	£10,0 £50,0
I	If We conclose a charges" in the amount set out in the r	right hand hox above.		
ĺ	referred to therein, I/we agree that this application P	mail be argyocapie until 1 min	s and conditions of the Prospectus and of the Underwriting A sday, 2nd May, 1985 and that this sentence shall constitute a rich by small or the delivery of this application form duly con	apioted
l	Lloyds Benk Pic. I'We understand that the completic that the same will be hunoured on first presentation.	on and delivery of this applica . I/We hereby engage to pay the	those sorm accompanied by myotur energie consumers is repr as behance payable on the Stock by 6th September, 1985 in a sore in reprect of this anolization and Unic understand that Sill	ecordan ecordan
ŀ	ه (۱۰۰۰ میلادی میلیدی ایس میلیدی میلادی میلیدی این میلیدی این است.	ANNANTANÀ MANÉ HABIS ES ESTES	ture and the allotment liable to cancellation and that interest	er rinc to

I/We hereby request that may Succit allotted to me'us be evidenced by an allotment letter addressed to me'us and be sent by first class post at myle species at the first address thown below (unless the allocataive method of payment is being used and Box A is noted).

"A separate chapse must accompany each application form steless the alternative method of payment (see below) is elected. Chapter should be made pay to Lloyds Bank Pe and crossed "Heliopia Liom" and drawn on a trainin in the United Kingdom or the Chamnel Islands of a bank which is either a member the Londom or Stopich Chapter House; or which has arranged for its chapter to be cleared through the facilities provided for the members of those Clean Joint Applicants (if any): In the case of joint applicants all must sign.

7. A.L. number Address in full: Address in full: . 8. Chegpe numbe (4) Usual signature:

ALTERNATIVE METHOD OF PAYMENT.

to Mr. Mrs. Missor the

Address in full:

Please tick here if you wish to collect your renounceable letter of allotseen from Lloyds Bank Pic, Registrer's Department, Issue Section, 61 Moorgone, London EC2R 68L as described in the Prospector.)
We inverby capting to pay Lloyds, Bank, Pir at Registrar's Department, Issue
Section, P.O. Roy, 1,000, 61 biforegate, London E.C.R. 681, for credit to the
second designated "Makeyia Loon – Abernative Payment" by 10.00 a.m. on
Wednesday, 1st Hay, 1985 in Town Clearing Fands or, if approximate, to pay in
secondance with the third paragraph of "Frans of Payment in respect of
Applications" in the Prospector the amount representing payment at the axio
of 1989 per cost, for the Stack alternal to the person(s) samed above in respect
of this application. In consideration of Makeysia agreement on late to Stock as
mentioned above, we agree that this realizations that the irrevocable until
Thursday, 2nd May, 1985 and that this realization but for the contract herewer bindings in and as which shall become binding upon degratch
or delivery of this application from to Lloyds Bank Pir. Name of recognised bank or stockbroker. Address in full: .

Stock allotted ne of bank or A. L. pumber ion, die common und must be officiel or this fo red officer who even your his corrector.

(Hany)

ST

355

s ruling yrme. re deal

April 23 les

E

rfax

The Englishments in his A Company of the Comp

Tille Is

her tax h koku Oji Property in the last 1

125

不知意 E-

ite

N. N. 7 1/4 ديد) ڏ . O. 18

S _ {** ۾ ن (* 1861) <u>256</u>

Starting again

Life begins at fifty

Neville Hurst reports on his experiences after being made redundant

I WAS made redundant two vears ago after working in large companies for 25 years. I started my business career on the main site of a multicorporation where 10,000 people were employed and subsequently worked for other large companies in the chemical, engineering and construction materials industries.

Through my work as an organisation and methods officer, in manufacturing and marketing services, and as a general works manager, personally experienced opportunities and complications of working in large organisa mergers, shake - outs and closures I was put out to grass at the age of 50. Having foreseen what was

likely to happen I had already considered other possibilities. Plan A was to try going it alone as a management consultant with some part-time lecturing and writing, and if that did not work out Plan B was to set up my own business in some area related to growing opportunities in the tourist

In pursuit of Plan A I visited two potential clients. The first was an ex-colleague who now owned a small metal-finishing business. He was looking for a product he could manufacture and market on his own account. thus filling his spare capacity and making him less dependent upon the vagaries of sub-contract work.

The second was the managing director of a road haulage company who had two large ware-houses lying empty at that

Within two weeks I had visited them both again. I left my ex-colleague with the details of a Continental domestic product which I thought had good market prospects if it could be manufactured and sold at a price lower than current imports, and I gave the haulier a development plan to promote the rarehousing and distribution side of his business.

On my follow-up visits the metal finisher decided that as got the first new contract after there was a substantial non-chasing a press lead mentioning metallic part in the product I a new company being formed recommended he didn't think it to market D-I-Y materials. Soon



organising forklift trucks and drivers. After that there was

were filled and regular work was

provided for six people.

Looking back after two years

of operation three main success factors can be recognised which

are relevant to all new busi-nesses. First and foremost was

giving good customer service.
This includes quick response
to customer inquiries and willingness to do difficult jobs at

short notice and at awkward

Successfully coping with rush

jobs and ancillary work such as palletising and labelling helped

to build un customer confidence

and we soon had our customers

recommending our services to their customers and suppliers.

The second factor leading to growth, especially in the early

stages, was keen pricing based

small company where there is no built-in overhead structure,

Saturday.

I accepted and got on with

asked me to join his staff on a full-time basis to set up and run a new warehousing and dis-

tribution service.
So there I was ready to set up a new small business withour any problems of finance or finding premises. My resources consisted of myself, an office, a telephone, a portable typewriter and two large empty ware-houses. This was in a depressed area where there were already dozens of empty warehouses and existing storage companies were going out of business. Full of hope but with some trepidation I proceeded to im-

plement the marketing section of the business development plan. Working from reference books in the local public library I prepared a mailing list and sent out publicity letters to all prospects within a radius of about 30 miles and in other selected areas of the country.
I also issued a press release
which received good mentions in local and trade papers; I was interviewed for local radio and I made personal visits to all

major companies in the area.

But new business was not quickly forthcoming. Not for three months anyway. Then I

The third important factor in getting the new business off the ground was ensuring that all potential customers were aware of the services avialable. This was initally done by direct mail, limited advertising, editorial mentions and personal visits, altogether only costing a few hundred pounds, and is to be followed up by periodic mailings and visits. There are other factors to

mention mainly enthusiasm and hard work. Any person wanting to get a new business venture going must be willing to work all the hours necessary to get the job done; he or she must be ready to learn new skills, in my forklift truck driving, typing and later computer pro-cessing. And he or she must be able to tackle any of the varied tasks necessary to run a small business from labouring to costing, marketing and negotiation

After working in large companies for many years manag-ing a small company is a re-freshing experience. In a large company there are too many restraints even for senior managers in semi-autonomous positions.

a steady growth of inquiries and new business, and after about 12 months the warehouses As general works manager in a large manufacturing company my freedom of action was limited by directors and functional managers from head office who lacked detailed knowledge of the situation and required the completion of voluminous returns, reports and requisitions before money could be spent or major changes made.

In setting up and running a a small business there were no such problems. I just decided what to do and got on with it. I did not need accountants, work study engineers, a marketing department, purchasing or personnel officers. I did it all myself and enjoyed doing it.

Further mergers, amalgama-tions and closures are going to occur in British industry and on strict cost control. This is many more middle-aged much easier to achieve in a managers will be shaken out. If they are keen there is a chance for them to make it a new lease and one person, in close touch of life for themselves and for with all activities, decides what others who are out of work. is to be spent. The ancillary Speaking from personal experwork already mentioned was a lence I know that although boost to income and profit, as, there may not be as much by proper organisation of apparent prestige or power was suitable for him. But the after this there was an inquiry labour, it usually seemed poswas suitable for him. But the after this there was an inquiry labour, it usually seemed poshaulier was keen on my proposals for the use of his wareposals for the use of his warehouses. So keen in fact, that he the following day, which was still make a satisfactory return. satisfaction and higher rewards.

THE British Government attaches a growing political importance to being seen to be assisting small businesses, yet the resources actually available seem sadly madequate.

That is the main conclusion of a recently published study Entrepreneurship within Small Firms*, commissioned by Work & Society, a research body sponsored by the Joseph Rowntree Memorial Trust. Coming in the wake of the Department of Trade and Industry's report on the way government red tape is inhibiting the growth of small businesses, it provides a refreshingly alternative view of small companies' problems. "The size of the opportunity

for encouraging entrepreneur-ship has been completely overlooked and, by the same token, the extent of its neglect is still not understood," claims Hugh Armstrong, a venture capital adviser and author of the report. The help which Whitehall can offer small firms looks paltry compared with that available in Japan or the U.S., which both have specialised government departments departments departments devoted to the sector, says the report. The nearest UK equivalent is the Department of Trade and Industry's small firms' division, which at the beginning of last year employed just 44 civil servants to cater for the needs of 1.5m

small companies employing more than 6m people and producing an estimated 20 per cent

More rhetoric than resources

William Dawkins on a report into missed opportunities for entrepreneurialism

(GNP), says Armstrong.

Britain's 430,000 farmers, by of 12,000 civil servants in the Ministry of Agriculture. Fisheries and Food—yet they produce a mere 2.5 per cent of GNP.

The financial cake is even less fairly divided, argues Arm-strong. He estimates that small firms received subsidies and tax reliefs amounting to £60m to £10 per employee—while the railway, steel and mining industries combined received £3bn, or an estimated £3,000 per person employed in those areas.

This could be a side effect of the fact that there is no Cabinet Minister with sole responsibility for small businesses, hints Armstrong. David Trippier, the minister with special responsibility for small firms, does not have a cabinet nost even if he does have the post, even if he does have the

gross national product strong personal support of the Prime Minister.

The roots of the sector's comcontrast, receive the attentions parative lack of political influence appear to run deep. Large companies, which naturally have the greatest political influence, have often survived by maximising their returns from static or declining situa-tions through the introduction of efficiency and productivity measures rather than by culti-vating adventurous entre-preneurial skills, Armstrong

> Armstrong conducted a survey by questionnaire of 800 small businesses, of which 10 per cent said that their interests would be best encouraged by the appointment of a Cabinet Minister with specific responsibilities for their affairs.
> A further 52 per cent said their most pressing need was cheaper finance; another issue which lies directly within the Govern-ment's scope.

The survey also throws up some revealing points about the character of Britain's entrepreneurs. A statistical analysis of their replies showed that young proprietors in the 26 to 30 age range were five times more likely to be in the top quarter of the firms surveyed by number of employees than in the lower quartile, giving weight to the belief that youth and growth go regother in the husiness world. together in the business world. Firms employing up to 500 people were questioned in the

Female entrepreneurs showed up well in the survey. They are seven and a half times more likely to be in the upper quartile than the lower by number of employees, the report indicates. But to put those figures into perspective, only 11 per cent of the respondents were aged between 20 and 30, and just 6 per cent were women.

Redundancy comes out as a surprisingly unimportant reason for starting up in business. Only 23 per cent of the respondents gave redundancy as a reason for starting out on their own, while 42 per cent said they became small businessmen simply because it was "in the blood.

*Entrepreneurship within Small Firms — Causes, Effects and Opportunities, available from The Institute of Manpower Studies, Manuell Building, University versity of Susser, Falmer, Brighton, BN1 9RF, £4.50 plus 75p post and packaging.

In brief . . .

TRENT Small Business Club will be holding its annual exhibition tomorrow and on Thursday at the Commodore International hotel, Nuthall Road, Nottingham. The event, entitled "Show Business," will be open from noon ness." will be open from noon until 9 pm on each of those days. Details from the club on 0602 585 328.

GRANVILLE and Company, the London-based licensed securities dealer, has raised £1.25m to set up what it be-lieves will be the UK's first franchise fund.

Franchise Investors will support companies needing equity and management expertise to develop franchising operations. Its manag ing director is Dick Crook, formerly managing director of the U.S. franchising group, Budget Rent-a-car Inter-

The group intends to buy interests in North American licenses to develop franchises in Europe, to identify UK businesses suitable to become franchisors, and to invest in existing franchise companies. Investors in the fund— which plans to raise more equity in due course—include Causeway Development Capital, PosTel Investment Management, and Legal and General Assurance.

THE London Enterprise Agency (LEntA) is to hold a series of four mid-week early evening courses starting on May 2 which will offer au introduction to people who want to start their own business.

The sessions cost £20 and aim to provide an insight into skills like raising finance, tax, the law and marketing. LEutA is also running a two day course starting this Thursday called "Using Business Plans," which is designed to help small business advisers assess applications for assistance from local firms.

Details can be obtained from Jane West at LEntA on 01-236 2675. NEXT month will be a busy period for small business

The European Venture Capital Association will be holding a two-day symposium starting on May 9, entitled The Changing Venture Capital in Europe. Speakers at the conference, which will be held in Amsterdam's Internationaal Congrescentrum, include Norman Fast, president of the U.S. research consultancy. Venture Economics, Neil Cross, director of 31 in London, and Baron van Ittersum, president of the

of the association, and FI 952 for non-members. Details from EVCA, Clos du Parnasse 11F. B-1040 Brussels, Bel

one-day seminar on young people and self-employment on May 16.

VAT and will be held in the

Adelphi Hotel, Liverpool. Among the subjects for discussion will be the results of a survey conducted by the project of 390 young people, of which 30 per cent said they had thought about becoming self-employed, but less than 4 per cent had seen that option presented to them during their formal education.

Details from Jim Duffy, Project Co-ordinator, Into Business Project, South West Brunswick Dock, Toxteth, The Small Business Bureau.

the Conservative party lobby group, will hold its national conference on May 22 at Lakeside Country Club, Frimley Green, Surrey.

Tickets cost £25 for non-Smith Square, London SW1.

Business Opportunities

READERS ARE RECOMMENDED TO TAKE APPROPRIATE PROFESSIONAL ADVICE BEFORE ENTERING INTO COMMITMENTS



The Botswana Meat Commission is presing to construct a new abattoir to international standards near Francistown. The abattoir will have a capacity to slaughter 4/600 head of cattle per 8 hour working day at the rate of 70 head per hour, together with 300 smallstock per day and will be supported by full ancillary plants

THE PROJECT REQUIRES:

CIVIL AND BUILDING WORKS (from virgin scrub land) ROADS, RAILWAY SPUR AND SIDINGS WATER AND EFFLUENT SERVICES MECHANICAL AND ELECTRICAL SERVICES

REFRIGERATION AND CHILLING The BMC is seeking the services of an engineering organisation

to execute the detail design and draughting, and possibly to supervise the construction and accept full project management responsibility for the successful completion and commissioning of the project within the agreed budget and time scale. The time scale for this project will be from approximately September 30th 1985 with completion late 1987. Responsibilities will include programme development and co-ordination, cost and planning, engineering quality assurance, procurement including covering international purchasing and inspection administration accounting and commissioning.

Firms who wish to participate in the consultancy should register their interest by telex not later than 12.00 hours on 31st May 1985 at the following address:

GENERAL MANAGER (TECHNICAL) BOTSWANA MEAT COMMISSION PRIVATE BAG 4, BOTSWANA TELEX: 2420 BD

Further details concerning a firm's experience and background may be requested at a later date for BMC to draw up a short list which will be issued with terms of reference for the submission of technical and fee proposals.

RAPIDLY GROWING INDUSTRIAL CLEANERS WITH GENERAL MAINTENANCE DIVISION

Seeks partner, private or commercial with industrial experience especially in Middle East. Some additional capital an advantage Write Box F5635, Financial Times 10 Cannon Street, London EC4P 48Y

YOUNG, AMBITIOUS EXECUTIVE

38 years old, German, looking for executive position in multinational cany or partnership in business consulting anywhere in the world German, English, Spanish/Franch spoken and written Prepared accept one month try without charge and claims Write to:

LEXINGTON, SA (Ref FT) Paseo Castellana 141, Planta 20, 28046 Madrid, Spain

SWISS MANUFACTURER

offering modern products of superb quality for HAIR CARE and ORAL HYGIENE, wanting UK distributor with own sales force and nationwide distribution/merchandising facility. The potential partner should cover Drug, as well as Food/retail chain outlets, thus guaranteeing a regular, sizeable turnover. For writer information please contact: Cipher 25-VX 69, Publicities, Box CH-6002 Lucerte

EXCLUSIVE

EDUCATIONAL TOY ARTICLE FOR CHILDREN

Age group 2-12 (world patented & trade marked). Made in W. Germany, selling in 30 countries, is looking for direct sales organisation for England which is able to distribute our product

Write Box F5657, Financial Times, 10 Cannon St, London EC4P 4BY

Who doesn't think of the duliness of life some time? Or who is not just bored out some time ! tely looking for some change in existing conditions? Intitle firm is helping you with addresses to companies (private as ill as not private) who are looking for or are interested in unskilled or skilled paragon, all categories. For instance Schooling in Europe, America, Canada. Interested? Really unsatished?

For further details write to:

P.I.S. AB, PO 80s 501, S-185 00 Vasholm dyou will immediately got a 4-paged information paper in return

IS YOUR PRODUCT SALEABLE IN THE U.S.A.?

British born USA citizen with many years practical marketing experience in many parts of the USA, invites manufacturers to send details o ftheir products for an on-the-spot market appraisal. Full details, including export FOB prices to:-

Market Appraisal Inc, c/o Instance Ltd 1st Ploor, Berkeley Square House, London W1

BUSINESSES IN NEED LTD.

FINANCIAL help and ADMINISTRATIVE assistance given to companies who are in difficulty trading, or in expanding Initial meeting in confidence no obligation TEL: 03722 77955 - STEPHEN MEYER 65 THE STREET, ASHTEAD, SURREY KT21 1AA

DIVERSIFICATION OR INVESTMENT OPPORTUNITY ESTABLISHED PROFITABLE MECHANICAL HANDLING COMPANY

With specialized up-to-date product range for handling unit loads, seeks suitable arrangement with large company or group to assist in further expansion. Excellent opportunity for diversification or investment with real potential for future development MODERN FREEHOLD PREMISES . CURRENT TURNOVER £400,000 PLUS Write Box F5669, Financial Times 10 Cannon Street, London EC4P 4BY

100% IBA's

Still Available Colegrave Group offers selected industrial properties outside Enterprise Zones attracting 100% First Year Allowances Units from £52,000 all with leasebacks to local authorities or PLCs Please contact Mr T. Benjamin COLEGRAVE GROUP LTD

84 Baker Street London W1M 1DL

ENGLISH CHARTERED ACCOUNTANT

Presently in private practice but with good property development connections wishes to enter into long standing joint venture with individual who has substantial cash available to invest in the retail and commercial property market.

Personal meeting preferred Write Box F5672, Financial Times 10 Cannon St. London EC4P 4BY

BUSINESS OPPORTUNITY U.S.A. H&VEOUIPMENT

A major H & V Product Sales and Distribution omnany with an established business in the United States and Canada is offering its services to H $\ensuremath{\mathfrak{S}}\xspace^{-1}V$ equipment and accessory manufacturers who are interested in selling their products in North America. Please send details in first instance to:

MCA Ltd.,

Trelawn House, 34 North Bar, Banbury, Oxon.

VENTURE CAPITAL REOURED

Dynamic young consumer publishing house with established track record and major product base requires £250,000 as further working capital and to exploit proven growth opportunities. Substantial equity available.

Principals only please contact The Chairman Financial Times, 10 Cannon Street, London EC4P 4BY

VENTURE CAPITAL

International investment group seek companies that need venture capital to help finance start-ups or early-stage development. Any field, particularly high technology. Seed financing with view to going public is our usual approach.

Please write or telephone: IDB, 42 New Broad Street, London EC2M IJD Telephone: 01-628 2447

INVESTMENT PARTNERS

LIMITED

- Select land strategically located near Disneyworld/Orlando near Disneyworld/Driando

 Option to purchase at well below current market value

 Additional financial partners required to complete purchase and take tride to highly valuable land
- land
 Short holding period before very
 profitable resale (projected at
 100% plus) to developera
 interasted in building
 international tourist attraction,
 hotels, shopping centre
 Investment range US\$25,000 to
 US\$2,500,000

EURO-AMERICAN INVESTMENT CORPORATION 100 M. Biscayne Blvd Suite 1209, Miami, Ft 33132 Tel: (305) 358-8097 Telex: 803237 EURO MIA

Fast growing well financed UK group

Intending to seek public flota-

tion in 1986, require acquisition for cash or paper of profitable company. Maintenance, electronic, telecommunication, oil/ related petroleum, hire, rental, leasing, shipping, manpower services. All considered. Write Box F5670. Financial Times 10 Cannon St., London EC4P 4BY

FINANCIAL PRESSURE?

Give yourself a breathing space

We specialise in re-scheduling every lond of payment over periods of 3, 5, 9 or 12 months depending on your requirements. We are experts in negotiating with large & small creditors, Wil, rates, rent, Na Ins., Indeed Revenue & Finance companies. briand Revenue & Finance companies.
We can help you evoid any impending court action & maintain your credit worthiness. We have many sympathetic sources of Bank & venture capital. FOR FREE INITIAL CONSULTATION PHONE NOW ON -01-489 9911

Financial Restructuring Inc. 20 Princes Street

Hanover Square, London W1

INVESTMENT CAPITAL REQUIRED

Young company has unique new product within the mobile catering industry. National sales coverage necessitates capital injection mainly for stock Terms by negotiation for full details please telepho . AWARDCRAFT LTD on (0202) 476648/470751

Amsterdam Stock Exchange. The conference costs F1 654.50 (£150) for members

Back in the UK, the Into Business Project, a Liverpool-based agency sponsored by BAT Industries to provide training for 16 to 25 year-olds attempting to set up their own businesses, is to hold a

The seminar costs £40 plus

Speakers will include Nigel Lawson, the Chancellor, David Trippier. the small firms minister, and James Sanders, administrator of the U.S. Small Business Administra-

bureau members and £20 for members, and can be obtained from Irene Jefferey, SBB, 32 WD

A 5-SCREEN COMPUTER SYSTEM

For under £10,000 (+Vat)

The offer includes a high performance computer with 27 MB Disk (upgradable up to 140 MB); 5 terminals and

FREE SOFTWARE VALUE FOR £2,500

A wide range of UNIX-based accounting and business management software available

Call Andrew Starkey or Mandy Urquhart at Intercon on 01-828 4751

FIXED INTEREST

- **MORTGAGE AT 12%** Commercial and industrial properties
- For investment and owner occupation Up to 75 per cent of valuation
 - 15 year term No redemption penalty Contact S. A. Parner

PRODUCT

(OR SMALL BUSINESS)

REQUIRED

A well established small Surrey company manutacturing apecialised construction industry equipment with expertise in welding, fabrication assembly, hydraulics, construction equipment manutenance atc has scope and facilities to take on another activity or product line and would be interested in any proposals in these areas. The campany has adequate resources and outside finance is NOT required.

Write Box F5667, Financial Times

Write Box F5667, Financial Times 10 Cannon St. London EC4P 48Y

well established small Surrey

Impresses boardroom, conference or meeting tacking analysis using our elegant central Lundon ottices. Full secretarial services available including ster address firmed according to use NO2 Full details and colour brochure SOLARE 01-580 4766

HOUSTON TEXAS

4.

OFFICE BLOCK FOR SALE 75,000 sq ft Rentable Area Offered at 75% of market value Applicants must demonstrate financial credibility Write Box F5663, Financial Times

10 Cannon St. London EC4P 4EY

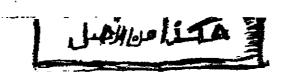
How to... COMPETE ON **EQUAL TERMS**

Business Management expert Ian Hamilton Fazev knows how to. He told small businessmen all they needed to know to make their businesses flourish in a saries of 18 articles ranging from Credit Control to Sales Forecasting. These articles, which appeared on the FT's Tuesday Management Page, have been brought together in a booklet - The How To of Small Businesses.

The text has been expanded to include some invaluable addresses.
The booklet is required reading for any small businessman. And at £3.75 a copy. there are dearer ways of learning how to compete on equal terms with

the big boys. To place an order send a cheque for £3.75 (payable to Financial Times Ltd) to Mike Robinson, Publicity Department, Financial Times, Bracken House, 10 Cannon Street, London EC4P 4BY.





ST

j

ПУ

Business Opportunities

READERS ARE RECOMMENDED TO TAKE APPROPRIATE PROFESSIONAL ADVICE BEFORE ENTERING INTO COMMITMENTS

DIRECTORS

Before you increase your pension contributions

TAKE A SECOND OPINION

As a result of recent Press comment you will recognise the need to maximise your pension options in the very near future before the introduction of any adverse legislation.

Increasing contributions to your existing arrangements may not be the best solution. There are other options of which you may not be aware. Our wide range of corporate financial services enables us to take a more objective approach to corporate tax planning than is possible by a conventional life and pensions broker.

We will be pleased to submit our recommendations, without cost or obligation, if you will just WRITE your name on a letterheading and post to me TODAY. Managing Director (Dept. FPJ)

Ackrill Carr PLC Tricorn House, Hagley Road, Birmingham B16 8TP

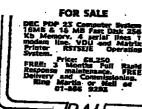
UK PRECISION ENGINEERING CO. correctly engaged in high volume annufacture of engineering products or major automotive OEM's. seeks diditional opportunities for utilization of capacity. We have in-depth experi-cop of design, manafacturing. Sasembly

'Cambridge phonomenon'

SIMO-Madrid October 1985 if you wish to exhibit your office equipment at SIMO this year, we can arrange everything. Applications for stands must be presented in Madrid on 14th May.

Please contact: Inter Spain Services (UK) Ltd Suite 2, 66-72 High St, Rayleigh Essex SS6 7EA - Tel: 0268 775 4

seeks investment in the region of £250K to fund further expansion Write Box F5659 Applications for further information to: Financial Times
10 Cannon St, London EC4P 4BY HORNER & CO



A NEW DEVELOPMENT

A NEW IN LATEX
An oil resistant Form Hubber but
with water absorbing qualities
KNOWN AS "SYMLATEX"
For Sale in sheet sizes:
660mm x 860mm x 38mm to 5mm
in thickness

INVEST TWO WEEKS IN

BEITTER HEALTH

Enter cardisc rick prevention and health reconditioning programme flow. Elegant mansion, peaceful Surrey countryside, highly qualified medical supervision. 45 mins from London.

Business Services

INCREASE YOUR ODDS

OF SUCCESS

Make sure your marketing h

right. Benefit from our experi-

ence-let us help you find the

right marketing strategy, pro-

duce an effective action plan

Contact Bob Ferguson

PEARSON & FERGUSON LTD

77A Wigmore St. London W1H 9LJ Tel: 01-835 3263

and help you carry it out.

North Hampshire company manufac-turing high technology sensors would welcome Business Expansion Scheme funds (or other venture capital) to assist quick growth. Please write: Likes Andress, Charlared Accents Grove Hae, Headley Rd, Grayshott Hindhead, Surrey GU26 6LE

£10,000-£30,000

CHINA

Principals with strong track record of successful business negotiations with Chine covering sales, liceneing and manufacturing assembly are looking for agency agreements with UK businesses interested to expendint rapidly expending Chinese markets.

Write Box F5656, Financial Times
TO Cannon Sc. London ECRP 48Y

Ceramics seeks outlet supportions. Information: 60 Physry Avenue, Erosal-stairs, Kent, CT10 313. Avenue, Erosal-stairs, Kent, CT10 315. Young, Specessful, Publishing Com-play, Landon-based, producing files-trated Pities for international co-edition market and seeking injection of capital

Cellular Car

Telephones

installed

from only

£8 per week

Make or take calls

as if you were in the office using

one of our top value car tele-

on the new Cellnei

System. "5 year rental agreement

NCAR

Elephones

ideas Man/Entrepreseur - Property and etc. SEEKS WEALTHY PARTNER

DEC PDP 23 Computer System 16MB & 16 MB Fast Disk 256 Kb Memory. 4 serial lines 1 modes line. VDU and Matrix Prigrar RSTSE/E Operating System.

invited by Internationally famous concert artist for immediate project Kingsbury & Turner, Solicitors Tel: 01-650 7222 - Ref: JCT

PARTNERSHIP OFFERED in recently built HOTEL IN SWITZERLAND Excellent location. Possibility of For information please mayire under: Cipher 47-22523, Mosse Amono: Postfach CH-8025 Zurich

COMPANY DIRECTOR

COMPANY CHAIRMAN

DO YOU NEED HELP?

INTERNATIONAL OFFSHORE CO INCORPORATIONS

FROM £110.00 ISLAND RESOURCES

DIRECT MAIL LISTS & SERVICES

sady-built Lists immediately Suppliers to leading LIK con

dalogue. Marketstan, Freepost ter, Sussex. Tel: (0243, 786711.

COMMERCIAL FINANCE COMPETITIVE RATES Asset Based Finance istruction Finance to 100%

YOUR OFFICE BASE — MADRID PO. CASTELLANA, 141

Experienced management consultant (qualified accountant) has time available to assist companies in the South of England in a consultancy, non-executive director or company doctor role. Currently six Deputy Chairman of a successful plo and previously Finance Director of a large international group. Over 20 years management experience at forant level. management experient level. Telephone: 0483-222224 for a confidential discussion or write to:
M. F. Caye, Cherry Tree House Send Barns Lane, Send Surrey GU23 7EF

INSTALLATION AND SERVICE

Do you have a product which requires installation and service? We have 25 service centres throughout the UK and the capability to instal and service mechanical and sectronic squipment. We are seeking additional service contracts to agment our existing base and provide improved utilization of our service organisation to our mutual benefit. Please contest the Managing Director, Box F9884 Financial Times 10 Cannon St. London EC4P 48Y

MORTGAGE FINANCE

for Commercial, Industrial and Investment Properties For guntations with or tales MIDLAND NATIONAL FINANCE CORPORATION LTD Colonnade House, High Street Worthing BN11 1NZ Tel: 0903 212205

MORTGAGES

on Commercial, Industrial Residential Properties ns competitive rates Write or telephone: HIRSCH MORTGAGE (INT'L) 1TD Europe's leading Mortgage Brokers 15 Berkeley Street, WI Tel: 01-020 5051 Telen: 20374

Full details from:
Merry Peirce Thorpe, 14 Bridge St.
Northampton - Tel: (9804) 32286
Or Telex: 31528

EXPORT TO THE EASTERN BLOCK

We have 25,000,000 US\$ immediately available to purchase consumer

are quaranteed:

Rapidty expanding U.S. Trading Firm now engaged in major retail distribution entire U.S. Source of financing for the importation of MOSE has lumined our growth. Presently, have extensive marketing contacts in U.S. Established rapport in SE Asia as exporter. Seeking

European Group with a subcuropean croup with a super-sidiary company in Japan has capacity available and can offer assistance with all aspects of purchasing and shipping to and from Japan. Terms to be

Principals only please Write Box F5644, Financial Times 10 Cannon St., London EC4P 4BY

INVESTMENT OPPORTUNITIES

Business partier and investors sought
for financing Prolects, joint vertices,
and offering know-how, six, some of
available projects;

Dragstore chain — Fishing vessels —
Fastinod restaurant — Manufactoring
ball point pees — Agricultural projects,
BML could inform on believes opportunities and restalistics to Manufactoring

For further international in Manufacial.

For the project of the projects of t

SPONSORSHIP

onsor(s) musically interested

Box P5671, Financial Times 10 Channa Street, London ECSP 48Y

SOVEREIGN INSURANCE

PO. Castellana, 141, 28046-Madrid Tal, 459 01 50 - Tix, 48814 LEXI-E

OPPORTUNITY

For joint venture

chain and us an innovative design and tile manufacturer. For an exclusive place contact: Box F5675

Financial Times 10 Cannon Street London EC4P 4BY

Office Equipment

YOUR ELECTRONIC

NUOVO SHARP NEGAND BLENCES SYSTEMS

Telephone:01538 1113

Businesses For Sale

Ice Manufacturers and Distributors to the Catering and Licenced Trades

Eastleigh, Hampshire

The Joint Receivers and Managers of the Crystal Clear Ice Company Limited offer for sale the business assets and undertaking of the Company.

The Company operates from modern leasehold premises in Eastleigh (with easy access to M3 and M27 motorways). manufacturing and distributing ice to the catering and licenced trades mainly in the Midlands, London and South of England regions.

Turnover for the year to 31 October 1984 was approximately £310,000, and forecast turnover for the year to 31 October 1985 amounts to £400,000 (the majority of which relates to the May-September "season").

For further information please apply in writing to the Joint Receivers and Managers, Paul E. Oakley-White and Alan J. Barrett.

Wheatsheaf House, 24 Bernard Street, Southa

For Sale by the Receivers the business of FINNS STEEPLEJACKS KNOTTINGLEY L'ID

resside Industrial Estata, Thornaby, Cleveland, F.eebold actory and offices, Plant, equipment, motor vehicles, 1984 prinover approx £1½ million, Company has substantial order ook. Enquiries to the Joint Receiver, Michael Armirage. BinderHamlyn

CHARTERED ACCOUNTAGES Number Twenty-One Oween Street, Leeds LS1 2TW

elephone: 0532 44020

STRUCTURAL STEELWORK COMPANY IN S.E. ENGLAND FOR SALE experienced in structural steelwork and other mild steel fabrications. Well equipped 25,000 sq ft factory Current turnover £750,000 per annum

Write Box G10695, Financial Times 10 Cannon Street, London EC4P 4BY

PLC = FULL LISTING

Profitable, clean and growing - Arguably worth £4m
Directors speaking for 50% equity retire ever over the
next two years - your thoughts?
For obvious reasons we can only disclose ourselves it confidentiality is
guaranteed is mere statement to that effect would hardly suffice). Replies
will only be from principals and must be sufficiently detailed to efficit a
response (not easy): However, such replies will be seen only by directors.
Plags no peperta/solyleors/middlemen. Write Box G10683, Financial Times 10 Cannon Street, London EC4P 4BY

TECHNICAL RECRUITMENT AGENCY Well established and profitable Agency, specialising in place PERMANENT TECHNICAL STAFF

Prestige self-contained Freehold Office premises in London For Sale on net assets plus goodwill - Valuation of c £400,000 Principals only to Box G10696, Financial Times 10 Cannon Street, London ECAP 4BY

DIVERCO **Sell Companies Nationwide**

SELLERS and BUYERS

Contact in confidence: DIVERCO LTD. 4 Bank Street, Worcester WR1 2EW. Tel: 0905 22303

WHOLESALE AND RETAIL BUTCHERS NORTH-WEST ENGLAND—ESTABLISHED 60 YEARS

Profitable going concern, annual turnover 12 million; well-equipped manufacturing capacity, cold storage and warehouse space; disposal due to gentine personal reasons

Write Box G10708, Financial Times 10 Cannon Street, London EC4P 4BY

FITTED BEDROOMS? MANUFACTURER OR IMPORTER

ght by successful, well established national direct sales organisation, years experience in home improvement. Substantial and sophisticated a natwork. Unique research methods in lead supply. Rag. Home rovement Co. Blue Chip HP Co. Please supply brief details of product. All replies in strictest confidence to: Managing Director Box G10707, Financial Times, 10 Cannon Street, London EC4P 4BY

SPECIALIST BODY BUILDER

A long established company engaged in specialist body building for both the road engaged in specialist body building for both the road transport and defence related

Turnover approx £4m pa. Long leasehold premises, an experienced workforce and a modern product offer. An opportunity requiring further sales expansion from

the existing product range.

Freehold retail and wholesale butchery business for sale in the Reading area. Last 4 years trading results produced gross profit of 33 per cent. Turnover 1984 over £200,000.

HOTEL SITE 15 mins Gatwick 15 mins Brighton

Tel: (0273) 564851

MINERALS WHOLESALE Operation with £1.5m annual turnover Wine sales approximately 50%

of turnover Serving Kent, Surrey, Sussex and Hampshire Joint venture or outright purchase
Funds or line of credit in
excess of £250,000
Principals Only

To: **Potential Restaurateur** From: Group Managing Director

SELL THAT EXCELLENT RESTAURANT IN HAMPSHIRE Subject: Group rationalisation has determined that we should

MEMO

concentrate on the business we know and therefore dispose of our excellent restaurant.

This will be of interest to someone who wants to own his/her own restaurant because it undoubtedly has tremendous potential.

For further information write to:

Box G10701, Financial Times 10 Cannon Street, London EC4P 4BY

Stock Broking Firm For Sale

Sydney, Australia

Small, long established house offers access to Australian stock markets through sale of 50% interest to an overseas firm or financial institution. Full equity could be available when Australian regulations permit. Initial expression of interest may be forwarded, in

confidence, to Mr. H. Woolf, Partner, Arthur Young Services, Management Consult G.P.O. Box 2645, Sydnoy, N.S.W. 2001, Australia, Telephone (02) 233 5244. 忿

Arthur Young

A MEMBER OF ARTHUR YOUNG INTERNATIONAL

NORTH LONDON

AUSTIN ROVER DEALERSHIP with full sales, service and bodyshop facilities and Unipart wholesalers. Approx. 18,000 sq. ft. Established many years. Owner wishes to retire.

Freehold premises. Please write to Box G10709, Financial Times 10 Cannon Street, London EC4P 4BY

SOUTHDOWNS ASSOCIATES LTD offer for sale MARLOWES RESTAURANT STRATFORD UPON AVON Centrally positioned, 150 covers, letting bedrooms, long lease, fully fitted All enquiries to:
C. Radivan
SOUTHDOWNS ASSOCIATES LTD
Tudor House, 5 Southdowns Drive
Albrincham, Cheshire WA14' 3HR
Tet: 061-834 1053 (Office)
061-941 1251 (Home)

SOUTHDOWNS ASSOCIATES LTD.

Through the Receiver offer for sale 100 YEAR OLD COMPANY MURTINATIONAL TRADING HISTORY EXCELLENT TRADE CREDIT REFERENCES 2,000,000 TAX LOSSES Interested perties should contact in writing:

G. Berman Southdowns Associates Ltd Tudor House, 5 Southdowns Drive Albincham, Cheshire WA14 3HR

OLD ESTABLISHED PROFITABLE HARDWOOD IMPORTERS

FOR SALE Principals only Write Box G10699

Financial Times 10 Cannon St, London EC4P 48Y

OFFICE CLEANING **CONTRACTORS** This well established company with a sumover of £400,000 offers an opportunity to those engaged in this field. Contracts located in Central London.

Write Box G10666, Financial Times 10 Cannon St. London EC4P 48Y

JEWELLERY BUSINESS GOING CONCERN Based in NW England and including 5 Prime Shop Units For full details apply: Reference CMW MASON OWEN & PARTNERS 11 Union Court, Liverpool 12 4UQ Tel: 051-227 3651

SQUASH & HEALTH ESTATES—Club statishie UK-wise. (0275, 728686. ONDON-EASED. Transistion Office— established 40 years. Apply Benson Catl & Co., 29 Queen Street, London ECAR 18H.

ECOR 18M.

Printing business in South London with excellent freshold premises for sale with view of retirement. Write Box G10671.

Francial Times 10 Canada Street.

London ECAP 487. Legion ECAP 45Y.

Devon. Frime Shop Unit with development sciential. Centre of expanding market town of Tiwetom. Frontage 27 f. 5 is. depth 270 ft. For Sale freehold. Sole agents Gribbia. Booth & Taylor. 12 For Street. Tiverton (0884) 255041. AN OPPORTUNITY DXISTS to scouling an old established, well known Wholesale Warch and Jewellery Distributors, Excellent retail connections. Principals only. Replies to: G.C.A., Peoper Rudland & Co., 20, Waterloo Street, Birmingham 825 1F.

MALL ENGINEERING FIRM with patented design components NCB approved. Sales outlet in other markets. Looking for manufacturing and market-ring volume potential. Write Box G 10710. Firmmen? Times. 10 Cannon Street. Lookin 1204 48V.

International

USA Business for sale

Established Importer of British roducts located in California with Write Box G10705, Financial Time: 10 Cannon St. London EC4P 4BY

OFFERS FOR SALE BAKING BUSINESS AS GOING CONCERN

Grimley & son 01-836 9654

BUSINESS FOR SALE

CONTRACTING

(Specialising in Ground Anchors and Mini-Piling) in South Midlands and North of England, 30 employees Turnover approx. £1m pa

For further information contact: R. HASSALL OR L. DENNEY TEL: 0502 607131

OWNER/CHIEF EXECUTIVE RETIRING

contributing with special expertise and to have sufficient funds to finance their degree of participation. Write Box G10703, Financial Times 10 Cannon St. London EC4P 4BY

FOR SALE PRIVATE LIMITED COMPANY LEISURE BUSINESS PROFITABLE AND GROWING

FAMILY OWNED

involved in Engineering, supply of automotive components, Electronics and Commercial Property, with extensive freehold interests T.O. 2.5m offered for sale

London based
 Turnover £750,000 recurring monthly income (IBM)
 Requires Capital injection

Write Box G10698, Financial Times 10 Cannon St. London EC4P 4BY

OUS63

akerer tits

Ad∧ Parge

ueres 11 Alco

77.

333

ADVERTISING GIFTS
WITH YOUR MESSAGE
Pens Lighters Key Tags
100's of (DEAS for
PROMOTIONS & SOLVENIRS
Ask for colour catalogues
01-346 8421 (28 lbm 8424) EMC THE PEN PEOPLE

INTERNATIONAL COMPANY FORMATION UK/OFFSHORE Immediately stallable. UK, iste of Man. Torics, Channel Blands, Gibrattar, Panama, e.g., Channel Blands, Gibrattar, Full demicibe and nontinee services SELECT CORPORATE SERVICES Mt. Florated, Dempins, lake of Man Tull Dempins (1824) 25718

London, Representative: 2-5 Old Bond Street, London 71, Tell 1493 4244.

Plant and Machinery

By Order of F. A. Simms Esq. Liquidator of ALTERNATE FUELS LTD Complete Desmi Briquetting Plant for the production of either straw or woodchip fuel briquettes. For sele by tender, 17th May, 1985.

LIMITED COMPANIES FORMED BY EXPERTS FOR £108 INCLUSIVE READY MADE (1)1 COMPANY SEARCHES EXPRESS CO REGISTRATIONS LTD

products for this huge market.

Prompt decisions and utmost discretion

FINANCIAL PARTNER OR ASSOCIATION

Principals only reply to Box F5574 Financial Times, 10 Cannon Street, London EC4P 4BY

FLORIDA JAPAN

> PROPERTY WATCHES OF SOUTH FLORIDA INC. 25 Lyndhurst Drive, New Maid Surrey Tel: 91-942 8258 equiries considered from businesses eking growth capital or acquisition sancing in excess of £250,000 without nity participation

JVIG (U.K.), LIMITED 27 Old Bond Street London WIL SAA Tel: 1-629-8323 TLX: 22749 (JVIG UK G) **VENTURE CAPITAL**

Want to raise venture contail to start or capand your bassess?

* VCR crashies you to reach Brimie's most active investors with your proposition.

* VCR helps raise money on good tenns from consiphite partners.

VCR cowers the UK. For half details:

Venture Capital Report

20 Baldwin Street, Raistel 1.

Tel: (8272) 272259 LONDON-BASED SHOPFITTING COMPANY

SEEKS FINANCIAL INVESTMENT/WORKING DIRECTOR

Must be able to manage & organise
Good prospects for right person
Write Box F3643, Financial Times

10 Cannon St., London EC4P 48Y

Selonging to a large industrial house in India requires technical collaboration for manufacture of

REPUTABLE COMPANY

Box F5668, Financial Times 10 Cannon St, London EC4P 4BY

President office briding
Legal donklile or business address
Libbry essentive and conference
room
Personal bifingual secretary
Telex service + tacsimile machine
+ word processing
Expert marketing and legal assist-

UNIQUE

between you, a retail approach to the market

Chichester, Sussex. Tel: (0243: 786711.

MARSLE ARCH, WI—Confedential accom, add., cel. answ., telex, secretarial and incurv serviced offices. C. & S. Group, 01-402 \$461.

ASSETS of insolvent Companies for sale. Receiver, and Liquidators Classifed. 01-637 2036.

2.36 PW FOR EC2 ADDRESS combined with phose mestages and telex under £5 a week. Presting office near Stock-Enchange. Message Minders International, 21-528 0898. Telex 8011725.

Deliver a letter to the other end of the country, or the other side of the world, in a couple of manufast. Wanterful documents of manufes. Wantsmit documents, reports photographs and drawings. In copy florar ... ee lest as 8 phone call.
Sheep Faccalitie are conscious are configuration with international standards. Justicot II (SATUZ)
Justicot at these
lestures - Automotic Reception
- mady in work 24 hours a day
- Automotic Tensivision - self it
and larget it. - Automatic Feeding
- for Hittensstan and comreloping. Get the fax from your

UNIQUE **OPPORTUNITY**

VIT INVESTMENTS LTD The Grange, London Road Hook, Hampshire

NEW MOTORWAY

Approximate 10 acre site 1.000 yds from realigned A23/M23 at Hick-stead intersection. Existing country house hotel. Tonna, swimming, fishing, etc. Tremendous development potential. 6500.000 Freshold with vacant possession.

WINES, BEERS, SPIRITS AND

Write Box G10689, Financial Times 10 Cannon St. London EC4P 48Y

TRANSPORT COMPANY Overnight and 3-day specialists
Based S.E. England
Turnover f.Im+ Comprising five prime retail shops in Home Counties Exceptionally equipped with modern on-site

GEOTECHNICAL

Good order potential and continuing contracts

Interests in Rotall, Export and Wholesale, Good cash flow Turnover currently £760,000 pa Requires management to realise potential Write: & L GOFF

BUSINESS IN SW

39 Kings Road, Emsworth, Hants

Principals only please to: Box G10700, Financial Times 10 Cannon St., London EC4P 4BY

COMPUTER SERVICES CO.

Or complete sale

Existing management young
and enthusiastic

Businesses For Sale

One of the country's leading and most reputable firms of multi-discipline (including a very promising financial services division)

Chartered Surveyors

with an extensive geographical practice in South-East would seriously consider a sale of part of the business to release some partner capital and fund rapid continued expansion.

Particularly serious consideration would be given to an investor able also to inject substantial residential, commercial or management work into the practice. Principals only with a seven-figure sum available to invest are invited to reply in strict confidence to the advertiser's tax advisers Barron Rowles & Bass. 12 John Street, London WC1N 2EB. Ref: RK/HH/AR. All replies would be answered.

Joinery Manufacturer

Rotherham

The goodwill and business assets of Knowles Woodworking Limited are offered for sale as a going concern.

The company occupies leasehold premises of 50,000 sq. ft. on the Eastwood Trading Estate and has 70 employees.

Annual turnover is in excess of flm.

For further information contact: The Joint Receiver, Richard Betts Thornton Baker, 28 Kenwood Park Road Sheffield S7 ING Tel: 0742 553371. Telex: 54648

Thornton Baker



Research and Development

The Joint Receivers of Dutom Meditech pic offer for sale the goodwill, business and assets of this Birmingham based company.

Dutom is engaged in the research and marketing of products and services for environmental and occupational health monitoring, and for biochemistry in industry and medicine.

The company has a highly qualified research staff and operates from purpose built freehold premises.

For further details contact the Joint Receivers: Roy Adkins and Geoffrey Harrison THORNTON BAKER, Kennedy Tower St Chada Queensway, Birminghom B4 GEL Telephone: 021-236 4821 - Telex: 337955

Thornton Baker

South Coast Yacht Chandlers

The Joint Receivers offer for sale the goodwill and assets of a company retailing yacht chandlery, clothing and supplies. Located in leasehold premises at two River Hamble marinas, it has a turnover of approximately £250,000 p.a. Further information may be obtained

The Joint Receiver and Manager
John Macmillan, Thornton Baker
Enterprise House, Isambard Brunel Road
Portsmouth PO1 2RZ
Tel: 0705 753175. Telex: 869112

Thornton Baker

CARAVAN SITE

North Cornwall. Licensed for 140 units in 7½ acres with licensed club, cafe, shop, toilet and shower blocks, mains electricity points, owner's L-shaped bungalow suitable two families. Freehold £300,000. SOLE AGENTS.

SOUTH COAST BUSINESS TRANSFER LTD. 194-196 Commercial Road, Bournemouth. 0202-291726

U.S. TYRE MANUFACTURING COMPANY tyre manufacturing company to supplies the automobile, truck acqualtural equipment industs. We are looking to be merged toquired by a European company, and seles: USSSm. net worthm; Profits \$2.3m; Price \$10m b. terms neontiable.

with terms negotiable.

Write Box G10711, Financial Times
10 Cannon St., London EC4P 48Y

Generai Insurance Company writing principally short tail business in UK.

For sale or merger

- * Premium income approximately £6.5 million * Net assets approximately £4.3 million
- * Strong solvency margin
- Interested principals only should write to Mark Merrill. All correspondence will be forwarded to

(MG Thomson McLintock Management Consultants 70 Finsbury Pavement, London EC2A 1SX.

Variflex Furniture Ltd. Sheffield

The goodwill and business assets of the above company, specialising in the manufacture of kitchen and bedroom furniture, are available for purchase as a going concern. Situated in leasehold premises of 5,000 sq. ft. the company enjoys a turnover in excess of £500,000. Further information may be obtained

from: The Receiver, Richard Betts Thornton Baker 28 Kenwood Park Road Sheffield S7 1NG Tel: 0742 553371. Telex: 54648

Thornton Baker

Clubs

Company Notices

SOCIETES DE DEVELOPPEMENT REGIONAL EMPRUNT GROUPE **DE 30.000.000 D'ECUS** 14 % 1982-1992

We inform the bondholders that the redemption instalment of ECU 3.750.000,- nominal due on June 1st, 1985 has been satisfied by drawing in the presence of an Huissier on April 9, 1985, in Luxembourg.

The bonds will be reimbursed at par on June 1st, 1985, coupon due on June 1st, 1986 and following attached, according to the modalities of payment on the bonds. The numbers of such drawn bonds are

as follows: 9.432 to 13.181

Amount outstanding after June 1st. 1985: ECUS 26.250.000,-

THE PRINCIPAL PAYING AGENT SOCIETE GENERALE ALSACIENNE

DE BANQUE 15, Avenue Emile Reuter Luxembourg

Contracts and Tenders

REPUBLIQUE ALGERIENNE DEMOCRATIQUE **ET POPULAIRE**

(Algerian Popular Democratic Republic)

MINISTERE DE L'ENERGIE ET DES INDUSTRIES CHIMIQUES ET PETROCHIMIQUES (Ministry for Energy & Chemical & Petrochemical Industries)

ENTREPRISE NATIONALE DES TRAVAUX AUX PUITS (National Oil Exploitation Company)

NOTICE OF NATIONAL & INTERNATIONAL OPEN CALL FOR TENDER NO. 0751-1K/MEC/

The National Oil Exploitation Company is launching a National and International open Call for Tender for the supply of the following equipment. Various Filters

Tenderers interested in this Call for Tender may obtain the specifications for a sum of 400 Algerian dinars from the following address:

Entreprise Nationale des Travaux aux Puits, 16 Route de Meftah, Oued-Smar, El-Harrach, Algiers. Algeria. Direction des Approvisionnements (Supplies Division), with effect from the date on which this notice is published.

Offers, of which five (05) copies should be prepared, must be sent in a double-sealed envelope, by registered mail to the Secrétariat de la Direction Approvisionnement (Secretariat, Supplies Division) at the above address.

The outer envelope should not bear any mark that might identify the tender, or any heading, and should read: "Avis d'Appel à la concurrence ouvert national et international no. 0751/IK/MEC—Confidential à ne pas ouvrir" (National and International Call for Tender no. 0751/IK/MEC—Confidential do not open).

Tenders must be received 45 days at the latest after this notice is published. Selection will be made within 180 days of the closing date of this Call for Tender.

PARKER GALLERY, 123-12b Berkeley Street, Wt. 01-499 5006 FATHER AND SON, RICHARD AND THOMAS LYDE HORNBOOK IC, 1783-1858 and c. 1808-1855). Watercolours. Daintings, prints, Ships, Naval Achors, Seam, Carlist War, Portugal, Madeira, Brzzli, France, Izilv, Devosshire, Roval Marines, 23rd April to 47: May Mondays to Sattoriass, 8.36.

UNILEVER ALV. CERTIFICATES FOR ORDINARY SUB-SHARES OF FL. 12 ISSUED BY N.V. NEDERLANDSCH ADMINISTRATE-EN TRUSTKANTOON EN IRUSTRANTOGR NOTICE IS HEREBY GIVEN the EXCHANGES of Sub-Share Certificates in the name of Midland Bank Executor and Trustee Company Limited, now MIDLAND Bank TRUST COMPANY LIMITED, for Boars Certificates and United Your New York Shares and vice versa will be SUSPENDED FROM 10th May 1985 to 22rd May 1985 inclusive Cartificates (MI) Certificates will only be accepted for schange after 23rd May 1985 provided at all dividends declared prior to that the have been claimed.

N.V. NEDERLANDSCH ADMINISTRATIE EN TRUSTKANTOOR

OESTERREICHISCHE KONTROLLBANK AKTIENGESELLSCHAFT. U.S.\$100.000.000 GUARANTEED FLOATING RATE DEPOSIT NOTES 1986 steed by the Republic of Austria NOTICE IS HEREBY GIVEN pursuant to the Terms and Goodlidors of the Notes that for the inferest. Period commencing to April 24th, 1985 the Notes will carry an interest rate of 8:4, per annum. O'Ctober 24th, 1985 interest of City 1985 of the Property 1985 of the City 1985 of t

Art Galleries

AGNEW GALLERY, 43 Old Send St. W1. 629 6176. MODERN BRITISH WORKS OF ART, Until 62 April, Mon.Fr., 9.30-5.30, Thurs. until 6.30.

MARTYN GREGORY: Dr Thomas Boswell Watson, Physician and Amateur Arbet In China: 71th-25th April. 10 am - 6 pm (weekdays). 10 am - 1 rm (Saturdays). Chilly Street, St. James's, Lopdon.

GIFT STATIONERY stationery markets,

10 Cannon St. London EC4P 4BY

RETAIL BUSINESS WANTED Investor seeks established

Microwave ovens. Existing management to be retained

LARGE NATIONAL ELECTRICAL CONTRACTOR is interested in acquiring smaller contractor specialising

in house wiring
Location should us in this
South of England
Write Box G 10885, Financial Times
10 Cannon St. Landon ECOP 4BY

Businesses Wanted

Major Midlands engineering group developing by acquisition seeks the following companies:

Cold • Midland location
• Sales over £1m
• High technical competence

- Company 855750 & Aerospace Approved Ideal Company
 should possess
 dis 10mm/175mm leadth
 - dia.; 10mm/175mm length Plant to include: ~2 Blow headers
 - 2 Die/3 Blow headers Thread Rolling Cleaning, Heat Treatment - Toolroom Growth potential

- Plastic Sales over £1 m
 Injection High technical competence
 Proprietory product range
- Moulding

 A variety of plant within the 10g-500g shot weight range supported by drying, toolroom & testing facilities Ideal Company & testing facilities should possess • Growth potential

Principals or their advisors please reply to: Mr. P. Dodgson MD, Diverco Limited 4, Bank Street, Worcester Telephone: 0905 22303

Expanding Financial Services Group

wishes to acquire A SMALL TO MEDIUM SIZE

LICENSED DEALER

in Investments and Securities Existing management to continue to be active and also retain equity

Please reply in confidence to Box G10688 Financial Times, 10 Cannon Street, London EC4P 4BY

ENGINEERING COMPANIES REQUIRED

Our client, an old established engineering company, wishes to expand through acquisition of companies or products. On-going marketing skills will be an advantage. The manufacturing process will be transferred to our client's factories. Send full details in confidence quoting CW/R04 to R. P. Greham:

Collins-Wilde plc

18 BELLEVUE ROAD, SOUTHAMPTON SO1 2AX TEL: 0703 226621 - TELEX: 47/104 STHGTE G

RESOURCES FOR TECHNOLOGY

We are the Technology Transfer Group within a substantial international Corporation and wish to establish contact with privately controlled hurach companies involved in leading-edge applications of materials technology who believe that the financial, technical, sales or other resources available through collaboration with a lerger organisation could be appropriate to their own needs

Write in confidence to Box G10684 Financial Times, 10 Cannon Street, London EC4P 4BY

ESTATE AGENTS BUSINESS

in Greater Manchester Area We wish to purchase the whole undertaking or a significant interest in an ESTATE AGENCY BUSINESS in the Greater Manchester area or in the immediate environs heater area or in the immediate environs Up to C1 million available Principals only need apply - Absolute confidenti Write Box G10897, Financial Times 10 Cannon Street, London EC4P 4BY

MANUFACTURING/ENGINEERING COMPANIES WANTED

Our client, a substantial private British limited company, intends to expand its business through acquisition of companies and product lines. We wish to hear from principals who seek to dispose of a product line or business, possibily in a loss-making situation, in the manufacturing/engineering Please reply in strictest confidence to:

R. E. Rowledge Esq. H. J. Anderson & Company Griffin House, 18 Ludgate Hill, Birmingham B3 1DW

CONSIDERING DISPOSAL?

For that unprofitable branch, outlet or division in the Service sector. Disposal now will yield only a fraction of its worth.

SUPER NOVA'S

Three stage process will release its true profitability; disposal value and your time and resources.

Write for details to: RML. Boz G10692, Financiel Times 10 Cannon St. London EC4P 48Y

GREETING CARDS/

Publishing Company wishes to expand by acquiring a business producing good quality paper related products for the gift

Please reply in confidence to: Box G10694, Financial Times

electrical retail business in specialised kitchen equipment and appliances-in particular Write Box G10706, Financial Times 10 Cannon St. London EC4P 4BY

We are interested in investing in or purchasing an established PICTURE FRAMING

BUSINESS

Write Box G10704, Financial Times 10 Cannon St, London EC4P 40Y

PUBLISHING

Publisher wishing to expand his activities is interested in acquiring additional magazine titles, year-books, directories and book lists. Anything considered except consumer journals. Write: Chairman, Box G10686 Financial Times 10 Cannon St., London EC4P 4BY

SERVICE COMPANY-

ENGINEERING Vanted for acquisition by expand-ng UK consumer products group, Service, and Repair Operation to he mechanical engineering industry Please reply in confidence to: Box G10687, Financial Times 10 Cannon St. London EC4P 48Y

MAJOR FIRM

Involved in insurance broking, life assurance, unit Irust advisory services, pensions and benefit consultancy, seeks acquisitions Commission/fee income between £250,000 to £5m pa considered Write Box G10280, Financial Times 10 Cennon St. Landon EC4P 4BY

Money Market Cheque Account Jersey ross Bate Compounded A

12.4% 13.13% (Minimum balance £2500) Armual Report and Account, available on request Manager Rennie Manne 4, Don Road, Sr. Heler, Jersey Tel. 0534 38855

BANK OF SCOTLAND

FT LAW REPORT

Time-bar effective despite mistake as to extension

THE AUGUST LEONHARDT Court of Appeal (Lord Justice Oliver, Lord Justice Kerr and Lord Justice Lloyd): March 21 1985

WHERE THE time for bringlog a claim is allowed to expire because both parties independently and mistakenly assume it has been extended. the defendant, if he did not contribute to the other's mistake, is not precluded by the doctrine of "estoppel by convention" from asserting that the claim is time-barred.

the claim is time-barred.

The Court of Appeal so held when allowing an appeal by Lotte Shipping Co PTE Ltd, defendant owners of the August Leonbardt, from Mr Justice Bingham's decision on a preliminary issue, that the plaintiff cargo-owners, K. Lokumal and Sons (London) Ltd, were not time-barred from pursuing their claim for loss of cargo.

the judgment of the court, said that the owners of a cargo of sugar claimed under a bill of lading which incorporated the Hague Rules.

Under Article III rule 6 of the Rules, the carrier and ship were discharged from liability for loss or damage to cargo unless suit was brought within one wear from delivery or from when the goods should have been delivered. The bill of lading provided that the contract was to be between the shipowners and cargo-owners and that only the shipowners were to be liable for any loss or damage.

On January 26 1981 the vessel arrived in Port Harcourt. The cargo-owners alleged that 915 bags of sugar were wet and damaged and were thrown overboard. They claimed about \$60,000.

The shipowners and charterers were both entered in the West of England Protection and representor's participa-

were both entered in the West of England Protection and Indemnity Association ("the Club"). It was the Club's invariable practice to treat ship owners and charterers entirely independently. The cargoindependently. The cargo-owners' solicitor directed the claim exclusively against the shipowners. The club handled the matter on behalf of the ship-

owners.

In August 1981 the solicitors put forward a fully itemised claim with supporting documents. Thereafter they repeatedly pressed the Club to deal with the claim. Its replies throughout were to the effect that it was still inquiring into it.

That was the position in December 1981 when the question of the time limit began to arise. The relevant expiry date was

The relevant expiry date was January 26, 1982. On Decem-ber 18 the Club sent a telex to the solicitors stating that the shipowners were prepared to ex-tend time for three months "provided charterers agree like-

extension unless the time limit for any possible claim against the charterers was correspond-ingly extended. The bare words "and provided charterers agree likewise." left it wholly open as

mind that the words might give the impression it was going to approach the charterers. The solicitors on the other hand, assumed that the Club would obtain any extension needed.

No one approached the

obtain any extension needed.

No-one approached the charterers for their agreement.

On January 12 1983 the solicitors replied to the Club's telex: "We note your member's agreement to an extension... we now await your response to our client's claim."

On reading that and without On reading that, and without giving the matter any deep thought, the Club assumed that the solicitors had obtained the

charerers' agreement to the extension. It did not appreciate what had happened until after expiry of the Hague Rules time limit.

expiry of the Hague Rules time limit.

The solicitors did not view the claim as time-barred. They issued and served a writ. The defence of time-bar and a reply of estoppel were ordered to be tried as preliminary issues.

Mr Justice Bingham rightly rejected the cargo-owners' submission that the Club had impliedly undertaken to approach the charterers for their consent. There was no such implied duty. The shipowners simply granted an extension of time subject to a condition. If that were procured the extension took effect, and nothing further was to be implied.

Mr Tugendhat, for the cargo-owners, also submitted that the Club's failure to react to the letter on January 12 created an estoppel by silence or acquiescence. He argued that the letter

cence. He argued that the letter called for a reply.

The judge rejected that sub-mission on the evidence. His conclusions were in no way open to criticism. It was simply a case of a most unfortunate but genuine misunderstanding. On that basis there was no scope for estoppel by silence or acquies-

Nevertheless, decided in favour of the cargo-owners on the basis of "estoppel by convention" and a "general equitable estoppel." It was against those conclusions that the shipowners appealed. A statement of the principle

of estoppel by convention in Spencer Bower and Turner on Estoppel by Representation 3rd ed, page 157 was cited with approval in Amalgamated Investment and Property Co Ltd [1982]

1 QB 84, 126,130: "... When
the parties have acted in their
transaction on the agreed
assumption that a given state
of facts is to be accepted between them as true, then ... each will be estopped from questioning the truth of the statement of facts so assumed."

The question was whether, after the Club's receipt of the solicitors' letter of January 12, both parties "have acted" on the agreed assumption that a given state of facts was to be accepted between them as true.

Mr Justice Bingham accepted that an estopped by convention had been made out because "the anaction of both parties... was attributable to a common mistaken assumption that the charterers' agreement had been obtained.

the charterers' agreement bad been obtained.

The court did not agree. The word "inaction" was in contrast to the citation in Spencer Bower. Although there was a misunderstanding which put the Club and the Sukettors at crosspurposes and they both assumed that the charterers' agreement had been obtained, nothing thereafter crossed the line between

In the present case there was nothing in the Club's conduct, after the letter of January 12, which passed across the line to enable the cargo-owners to con-tend that both the solicitors and Club thereafter proceeded on a

tive between them.

The applicability of estoppel in any given case could be tested in any given case could be no estoppel unless the alleged representor had said of done some

right to allow the representor to resile by challenging the belief or expectation which he had

likewise," left it wholly open as to who, if anyone, was going to approach the charterers to seek their agreement to a corresponding extension of time.

It never crossed the Club's mind that the words might give the impression it was going to acting on the common assume-

given their consent to extension of time.

The position would have been crucially different if, after the letter of January 12 the Club had in some way manifested to the solicitor its acceptance that the extension was in force and if the solicitor had relied on it.

But there had been nothing of the kind. It was simply a case of an unfortunate misuoderstandof an unfortunate misunderstand-ing which was unknown to both parties and which caused each

"general equitable estoppel," assuming that such a concept

existed.

The court felt bound to allow the appeal, with regret.

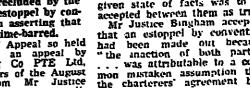
For the cargo-owners: Michael Tupendhat (Constant

FT **TOP 500**

REPRINTS OF A SERIES OF ARTICLES ARE NOW AVAILABLE FROM:

Nicola Banham Publicity Dept. Financial Times Bracken House 10 Cannon Street

> London EC4P 4BY Price £10



either by statement or conduct.
Similarly, in estoppels by convention, there must be some mutually manifest conduct by the parties, based on a common but m is take a assumption. The alleged representor's participation in the conduct could then be relied on by the representee as a basis for that form of estonnel.

common assumption.

Each acted—or failed to act—independently from the other on the basis of a mutual mistake which remained uncommunica-

thing, or failed to do something, with the result that—across the line between the parties—his action or inaction had produced wise."

It was the Club's standard practice, when dealing with a cargo claim against owners of a chartered vessel, not to grant an extension unless the time limit of the alleged representer, so that depending on the circumstances, it would no longer be right to allow the representor to resile by challenging the belief.

To that extent at least the alleged representor must be open to criticism.

ary 12 were not open to any criticism. It neither said nor did anything from which it could be implied that it was acting on the common assumption that the charterers had given their consent to extension of time.

of them, independently from the other, to take no further action in regard to the time limit until after it had expired.

There was no estoppel and no

& Constant).
For the shipowners: Anthony
Colman QC and Michael Collins
(Holman Fenwick & Willan). By Rachel Davies Barrister

FR.

HCA

NC.

404

Sogn

EUROPEAN SURVEY

:::

ST

e is

SECTION IV - INTERNATIONAL MARKETS

FINANCIAL TIMES

Tuesday April 23 1985

Tight margin on Malaysian bulldog bond, Page 40

WALL STREET

tectiv

Consensus that Fed will relax

ANALYSTS on Wall Street returned from the weekend united in the belief that if the Federal Reserve has not yet begun to ease its credit policies, then it very soon will, writes Terry Byland in

Credit market analysts weighed the chances for an early cut in the federal discount rate and Dr Henry Kaufman, chief economist at Salomon Bros. headed the list of those predicting reductions in the banks' prime lending rates.

The session opened with further gains in bond prices, spurred on by a federal funds rate at only 7½ per cent. The swift drop in federal funds is seen by some analysts as a prime indication that the Fed wants to see rates lower, and Treasury bill rates fell by a further 12 basis points or so yesterday.

At mid-session the Fed signalled that short-term rates were falling faster than it liked by announcing - with funds standing at 7% per cent - overnight matched sale-purchase agreements, to drain liquidity. However, federal funds dipped further, to 7% per cent.

Bonds moved erratically, taking their cue from the dollar. By mid-session, when the dollar was shading from early

STOCK MARKET MIDICES

1.263.69*

581.27

154.65*

624.23

685.61

5128

78.84

116.4

2.224.23 2.215.09

DJ Industrials

DJ Transport

FT-A All-share

FT Gold mines FT-A Long gitt

DJ Utilities S&P Composite

LONDON

FT Ord

FT-A 500

Nikkei-Dow

Tokyo SE

AUSTRALIA

Metals & Mins

Credit Aktier

Belgian SE

DEHNARK

FRANCE

CAC Gen

Toronto Metals & Minis

Copenhagen SE

WEST CHRILAIN

FAZ-Aktien

HONG KONG

Hang Seng

ITALY

All Ord.

AUSTRIA

RELORIN

TOKYO

Standard & Poors 500

1,266,56 1,158,08

584.92

155.21

181.11

978.8

1,299.7 625.47

687.29

512.2

12 179 92 12 232 07 10 803 9

952.81 955.98 843.74

552.0

77.42

2,028,4° 2,029,49 2,176,0 2,634,2° 2,636,5 2,327.0

130.06 130.09 112.92

117.5

424,67 422.14 359.58 1,230,1 1,223.0 1,022.7

1,487.40 1,474.21 1,115.85

90.7

- 159.0

126.9

500,82

126,69

158.02

876.2

523.65 569.16

686.1

1,108.4

DM

End Month Figures

...17

KEY MARKET MONITORS

firmness and thus signalling expectations of lower U.S. interest rates, bond prices edged ahead % point.

In the stock market, the expectation of lower interest rates was not enough to counter-balance the flow of disappointing corporate results on first-quarter trading. The major oil companies, headed by Exxon, leader of the world industry, reported dreary progress, follow-ing on the heels of the high technology sector which upset Wall Street last

By 2pm, the Dow Jones Industrial average was down 2.87 at 1.263.69. Turnover was moderate.

Exxon dipped \$% to \$53% on the firstquarter figures. Other oil stocks looked dull after predictions that oil industry profits would be 15 per cent or so down. At \$61%, Standard Indiana lost \$%, also on lacklustre profits.

Airlines continued to weaken, but attention was focus ed on the implications of the deal between United and Pan American. United gained \$% to \$42% on the plan to buy Pan Am's Pacific divisions, which represents a major shift of direction for both airlines. Pan Am at \$5% gained \$%.

Technology stocks again suffered from the flow of poor trading news. This time, it was the turn of Wang Laboratories which tumbled \$2% to \$16 after announcing a 66 per cent drop in quarterly profits. Digital Equipment fell \$4% to \$99% and Data General \$2% to \$40%, both ahead of reports due this week.

Among the mainframe manufactur-ers, IBM fell \$% to \$126%, Honeywell \$% to \$56%, and Burroughs \$% to \$59%. Motor stocks remained dull after last week's shakeout, ahead of the results. At

CURRENCIES

2.973

9.08

2.4705

3.365

1,905.5

1.35075

INTEREST RATES

U.S BONDS

Apr 22 Yield

100°% 11,101 100% 11.217

Apr 22

10% May 2013. 88.253 12.10 88.253 12.10

11.80 Feb 2013 97,186 12.15 97.186 12.15

1214 Dec 2012 96.911 12.65 96.911 12.65

FINANCIAL FUTURES

Latest High

72-03 72-08 71-27 72-01

92.19 92.21 92.13 92.11

91.58 91.60 91.52 91.46

91.19 91.23 91.09 91.21

107-15.107-20 107-13 107-18

96% 75

10% March 1993 94% 11.65

9.671

10.993

Yield

11,30 10.18

11.85

Apr 22

1.2775

3.8475

317.50

11.77

3.185

4.3575

2,455.0

77.6

1,729

12%s 5%s 51%s

n/a n/a 7% 8.20 7.64

1.294

3.845

319.75

11.7575

3.195 4.355

2,465.0

77.75

5¼ 5¾ 10¹‰

81% 8% 7% 8.15 7.76

Price Yield

101252 9.75

10311 11.05

1007 1 11.13

99% 11.25

Prev

Yield 96% -11.30 75 10.18

Apr 22

3.011

9.195

3.41

1.348

6-month U.S.\$

1992 1995

11% 2015

10% June 1990

3% July 1990

Diamond Shamrock

8% 32nds of 100%

Abbot Lab

10% May 1993 93%

Federated Dept Stores

2.4935

1,919.0

\$70%, General Motors lost \$%. American Motors was unchanged at \$3% in the

wake of the heavy cost cutting plans. Monsanto held unchanged at \$44 after reporting disappointing results. Other chemical stocks looked dull. Union Carhide at \$38% shed \$%.

Other leading corporate reporters included Hughes Tool, major supplier to the oil industry, \$% firmer at \$14% on better earnings, SmithKline Beckman, the drug group, \$% up at \$63, and Trans-world \$% down at \$32%. A substantial profit recovery boosted Singer \$1% to \$37%. But among the aerospace groups, McDonnell Douglas eased \$% to \$77, despite its forecast of higher profits.

The takeover sector again attracted attention. CBS rebounded by \$3% to \$110% after several market suggestions that the Turner bid might at least bring rival offers for CBS - some valued the broadcasting group at around \$200 a

Stock in Unocal edged up \$% to \$48% as Mr T Boone Pickens sat down to persuade important holders to support his bid. Uniroyal, also looking for a white knight, but less convincingly, shed \$% to

Crown Zellerbach, ordered to postpone its annual meeting as Sir James Goldsmith revealed that he has lined up some of the financing for his bid for control of the forest products group, remained unchanged at \$41%.

Sharp falls in Treasury bill rates indicated the market's conviction that the Fed may be acting to bring rates down in order to rejuvenate a flagging economy. Last week's banking statistics, published by the Federal Reserve, suggested that the Fed may have already commenced easing policies.

LONDON

1300

Indecision on rates resurfaces

INDECISION over the future course of international interest rates continued to surface in London yesterday as investors attempted to focus buying power on situation stocks and issues highlighted in the investment press.

The FT ordinary index, which opened slightly off, closed a 7.2 down at the day's lowest of 971.6.

Wall Street's concern over U.S. economic trends, which resulted in a dull Friday performance, also dampened ecuity interest. Despite a curtailing of volume in gov-

was displayed. Chief price changes, Page 32; Details, Page 33; Share information service, Pages 33-34.

ernment securities, a firm undertone

SINGAPORE

CONCERN over the election in the state of Sabah unsettled Singapore and drove the Straits Times industrial average index 8.96 lower to 787.99.

Promet, which staged strong gains on Friday, slumped 9 cents to S\$1.45, while Pan-Electric dropped 11 cents to S\$2.55. In the industrial sector, Singapore Press retreated 15 cents to S\$6.15 and UMW fell 12 cents to S\$1.02. Straits Trading moved against the trend with a 10-cent advance to S\$4.40 after a onefor-four scrip issue.

AUSTRALIA

LATE BUYING in Sydney failed to reverse an easier trend with the All-Ordinaries index 0.5 off at 848.4.

Wormald International featured with a 3-cent gain to A\$3.58 in light trading after Adelaide Steamship said it held almost 20 per cent of the issue capital. John Fairfax was actively traded after

the media group won a controversial parcel of shares that was put on the market earlier this month. The 10.2m shares were relisted and Fairfax bought them at A\$10.20 each.

HONG KONG

EARLY LOSSES were recouped in Hong Kong when revived speculation that Jardine Matheson may be the subject of a takeover boosted sentiment and took the Hang Seng index 13.19 higher to 1,487.40.

Jardine firmed HK\$1 to HK\$12.30 while associate Hongkong Land picked up 10 cents to HK\$5.80. Elsewhere, Cheung Kong rose 20 cents to HK\$15.70.

SOUTH AFRICA

MODEST MOVEMENTS among gold shares were the main feature of a lackhistre Johannesburg.

Free State Geduld dipped 50 cents to

R56.50, Driefontein shed 25 cents to R54.50, while Buffels was steady at R89. Other miners were mixed, with leading diamond group De Beers 5 cents higher at R10.25 and Rustenburg Platinum unchanged at R17.50,

CANADA

AN EASIER trend developed in Toronto following the early setback on Wall

Among the actively traded issues, Northern Telecom dipped C\$\% to C\$47\% after a surge in first-quarter profit. Yellowknife Resources, which lost C57'A on Friday after Silverton Resources withdrew its CS15 a share bid for the group, fell a further CS% to CS5%.

TOKYO

Purchases fail to stem slide

WITH NO sign of consolidation after the sharp declines of last week, prices again dropped in Tokyo yesterday in the thin nest trading recorded this year, writes Shigeo Nishiwaki of Jiji Press.

Incentive-backed issues - those of companies thought to have strong business prospects - were bought, but biotechnologies continued to slide. The Nikkei-Dow market average, which had seesawed since its record daily plunge last Tuesday, shed 52.15 to 12,179.92. Volume totalled a meagre 231m shares, com-pared to Friday's 405m.

As the extremely thin trading indicated, most investors remained on the sidelines waiting to see where prices would regain their stability. The dealing divisions of some leading securities houses purchased massively to stem the decline, but to no avail.

Incentive-backed issues and non-ferrous metals were the only gainers. Nis-san Chemical topped the active list with 14.71m shares changing hands on speculator interest triggered by rumours of a business tie-up with Dow Chemical of the U.S. It advanced Y12 to Y454.

Unitika gained Y7 at one stage on its reported development of a new amorphous metal. But it later came under selling pressure, finishing at Y266, down Y3. Minolta rose Y15 to Y795 and Nippon Kogaku Y20 to Y1,480, reflecting renewed demand for single-lens reflex

Dowa Mining added Y10 to Y765 on the day's third heaviest trading of 10.06m shares. Mitsui Mining and Smelting and Sumitomo Metal Mining advanced Y18 to Y588 and Y10 to Y1,780 respectively.

Investors also bought some constructions, apparently in expectation of possible government measures to stimulate domestic demand. Mitsui Construction went up Y17 to Y335 and Sato Kogyo closed Y7 up at Y238.

-- However; those gains were offset by continued declines among biotechnolo-gies, which had been leading the market since last autumn. Green Cross plunged Y100 to Y2,850 and Asahi Chemical lost Y23 to Y800. Dainippon Pharmaceutical plummeted Y200 to Y4,330 and Yamanouchi Pharmaceutical Y180 to Y3,000 while Toyojozo finished at Y1,540 off

Market analysts said the margin buying balance on most biotechnology issues had swollen while their prices rose. but they later fell too rapidly for inves-tors to be able to unload their holdings.

Bond prices levelled off. The yield on the barometer 7.3 per cent government bonds, due in December 1993, which dropped sharply to 6.545 per cent on Friday when buying surged, finished unchanged yesterday reflecting the yen's decline against the dollar.

EUROPE

Excursion to peak for Frankfurt

A RETURN to record-setting ways was seen in Frankfurt yesterday with the market buoyed by hopes of lower domestic interest rates, the easier trend of the dollar and the positive tone of recent

coporate results. The Commerzbank index added 7.1 to 1,230.1 outstripping the previous high of 1,229.3 set on March 21.

Bank shares were in particular demand with Dresdner Bank up DM 4.20 to DM 210.90. Commerzbank put on 30 pfg to DM 172 and, Deutsche 40 pfg DM 473.80.

Electrical Siemens rose DM 1.50 to DM 547 but AEG failed to break out of its narrow trading range, ending un-changed at DM 113. Robot maker IWKA, actively traded last Friday, continued to attract demand, rising DM 8 to DM 308.50 after a day's high of DM 310.

Chemicals issues were strong ahead of dividend announcements, due today, from BASF and Hoechst. BASF put on 90 pfg to DM 205.60, Hoechst DM 1.30 to DM 214.80 and Bayer DM 1.20 to DM 214.50.

In a lower motor sector, Daimler and VW each shed DM 1.20 to DM 658.80 and DM 205.50 respectively, while BMW eased 50 pfg to DM 375.50.

Retailer Kaufhof dipped DM 2 to DM 229 as it proposed to reduce the 1984 dividend despite a 6 per cent rise in parent company profits. Bonds were little changed in thin trad-

ing with activity inhibited by uncertainty over the outlook for the dollar. The Bundesbank sold DM 21.7m of paper compared with sales totalling DM 62.3m

An optimistic tone was evident in Amterdam, where the ANP-CBS general index added 1.3 to 207.2. Demand was ported from U.S. investors, for whom Dutch shares are still relatively

Prospects for lower interest rates, and perhaps improved interest rate margins and profits, helped banks ahead. Heavy buying took ABN up FI 7 to FI 433, while NMB was Fl 4 higher at Fl 172.

The stability of the dollar underpinned an advance by the major compa-nies. Akzo rose Fl 2.70 to Fl 115.70, while Royal Dutch was FI 1.40 higher at FI 203.40 and Unilever added FI 1.20 to FI

Publishers were lower with Elsevier down Fl 3.50 to Fl 116, ex its Fl 3 dividend, and VNU lost 50 cents to Fl 213.

Bond prices were little changed ahead of today's state loan tender. The new 15year loan with a 7.75 per cent coupon is expected to raise between F1 1bn and F1 2bn at par, compared with F1 5.25bn on the previous 8.25 per cent issue.

Banks and insurers led an early advance in Zurich but subsequent profittaking trimmed some of the rise. Union Bank, trading ex its SwFr 115 dividend, put on SwFr 145 to FwFr 3,870. Swiss Bank Corp added SwFr 10 to SwFr 385, while Credit Suisse gained SwFr 20 to SwFr 2,450.

In the chemicals sector, Hoffmann La-Roche showed no reaction to last week's higher dividend. The share ended un-changed at SwFr 8,675.

Bond prices firmed in active trading Brussels edged ahead in thin trading. Utilities and financial stocks advanced. Groupe Bruxelles Lambert put on BFr 25 to BFr 1,975. Wagon Lits, the tourism group, firmed BFr 60 to BFr 3,000 on strong demand from French buyers.

In the industrial sector, Petrofina lost BFr 20 to BFr 6,780 while Cometra, which last week posted a 49 per cent gain in consolidated net earnings, was unchanged at BFr 2,820.

End-account liquidation pushed Paris prices lower and the CAC General index shed 1.5 to 213.30.

Moulinex lost FFr 5.40 to FFr 101.60 as the household appliance group announced plans to cut its dividend and said that Scovill of the U.S. planned to acquire about 20 per cent of its shares as part of a joint venture agreement to be

signed later in the year. Valeo, the motor components group, added 90 centimes to FFr 248 as the sharp drop in 1984 results was attributed to heavy losses in its French activities. Moët-Hennessy was FFr 34 lower at

FFr 1,815 despite the parent company's announcement of higher net income. Club Med was FFr 46 lower at FFr 1,088 ahead of this week's annual meet-

An uncertain mood took hold in late Milan trading after a day that had seen

prices edging ahead. Olivetti was L60 higher at L6,230 as improved 1984 results and a higher dividend were announced.

Stockholm eased back in lacklustre

Canada /s ounce 1 omice

ONLY THE PUREST GOLD HAS IMMORTAL VALUE THROUGHOUT THE WORLD.

Over 3000 years ago, the ancient Egyptians immortalized their King Tutankhamen in the purest of gold. Even then they knew that pure gold would have everlasting value. And that is still true today. Whoever invests in gold should also choose its purest form.

Canada's Maple Leaf, for example, is struck with the purest gold that you can buy today. It contains

no base metals and is the only coin available at banks with a purity of 999.91000 fine gold - guaranteed by the Canadian government.

What does that mean for you? In contrast to ordinary gold coins which are 22-carat gold, you get the purity of 24-carat gold for your money with Maple Leaf. And, a high degree of assurance that you can trade it easily anytime, anywhere in the world.

Therefore, prudent investors can follow the example of the ancient Egyptians. Whoever wants to acquire longterm value should choose gold of the highest purity. And today, that is the 999.91000 of the Canadian Maple Leaf - a purity for which there is no substitute.

Royal Canadian Monnaie royale Mint canadianoe

MAPLE LEAF. THERE IS NO SUBSTITUTE FOR PURITY.

276.44 275.89 216.39 Banca Comm NETHERLANDS ANP-CBS Gan 207.2 168.3 ANP-CBS Ind 165.4 YAWRON Oslo SE 311.41 281.47 313.51 HINGAPORE Straits Tanes 796.95 992.41 787.99 SOUTH AFRICA Madrid SE WITZERLAND Swiss Bank Ind 419.2 Apr 19 Capital Int'l 204.2 GOLD (per ounce) Zürich Pans (foding)

\$1m points of 100% Certificates of Deposit (IMM) 110.15 109.92 \$1m points of 100% 1,430,71 1,433.65 1,527.50 LONDON 420.5 372.3 203.7 187.7 Apr 22 \$328.50 \$327.25 \$327.50 \$328.50 \$328.20 \$328,94 \$327.60 \$327.00 New York (June)

\$1m points of 100% June 20-year Metion 250,000-32nds of 100% June

COMMODITIES Silver (spot fixing) Copper (cash) Coffee (May) Oil (spot Arabian light)

499.90p \$27.50

Prev 495.45p £1,188.00 £1,169.00 £2,047.00 £1,987.50

WORLD STOCK MARKETS

>		CICIVIZITATIO	
AUSTRIA GERMANY NORWAY Apr. 22 Price + or Sch3 - Dm Apr. 22 Price + or Kroner -	AUSTRALIA (continued) Apr. 22 Price + or Aust. 8 Apr. 22 Yen —	OVER-THE-COUNTER Nasdaq national market, 2pm prices	LONDON
Creditanstalt 317 -12 AEG Telef 113 Bergens Bank 142.5 -0.5 Goesse 450 -4 Alkanz Vers 1128xr -6 Borregaard 554 +1.5 Interuntal 705 -25 BASF 205.6 -0.9 Christiania Bank 141 -1	Gen. Prop. Trust 2,18 -0.01 MHI	Sanck Sales High Low Last Ching Stock Sales High Low Last Ching Stock Sales High Low Last Ching (Hods) (Hods)	Chief price changes
Sayer-Hypo Say	Herald WyTimes 4.55 NGK Insulators 879xc + 5 ICI Aust. 1.91 - 0.01 Nhon Cement. 261 - 1 Jimberlana F.P. 0.52 -0.01 Nhoon Denso. 1.350 Kia Ora Gold 0.17 Nhopon Elect 1.970 - 20	ABM Fd 8 5% 5% 5% 5% 5% 6 Callord 148 3% 3% 5% 4 1% DBA 53 17% 1854 17 ABC 11 4 13% 13% 13% 13% 64 10 12% 12% 12% 12% 4 1% DBA 53 17% 1854 17 ABC 327 12% 12% 12% 12% 12% 64 80 7% 7% 7% 4% DBA 53 62 61 62 41% ABC 68 25% 25% 25% 25% 65% 22% 21% 21% 21% 21% 21% 000 DBA 53 3% 3% 3% 4% ABC 68 25% 25% 25% 25% 25% 21% 21% 21% 21% 21% 000 DBA 53 3% 3% 3% 4% ABC 68 24 21% 21% 21% 21% 21% 21% 21% 21% 21% 21%	otherwise indicated) RISES
Cont'l. Gummi 157,5 -0.4	Leng Lease		Ex 11 89 E99% + £% Tr 2 IL 90 E96% + £% Allebone 54 + 5
Degussa	Nat. Aust. Bank. 3.59 -0.03 Nippon Serko 544 -4 News	Abrams 24 3 62 612 612 - 12 Cardos 5 133 117 111 112 103 - 3 Deisk 1 16 102 10 103 7 2 1 Acadis 27 37 89 99 94 - 4 Cardos 5 133 117 11 105 105 - 3 Deisk 7 17 264 261 261 - 12	Amber Indl
Bang, Int. A. Lux. 6,150	Onkbridge 098	Acceler 31 88 87 85 - 16 Career 08 32 45 41 45 + 16 Dared 13 7 86 96 96 96 12 Acceler 20 70 20 20 20 20 20 20 20 20 20 20 20 20 20	Bestrix Mines 350 + 32 Carwright (R) 177 + 9 Dunhill
EBES	Reckitt & Coin	** Adaclb 135 6% 5% 5% -% Centror . 180 240 33 321, 32% Dater 135 3/6 3/4 3/4 Adage 154 8% 8% Centror . 1074 161, 15 1754 14 Dater 64 191, 181, 181, -14 AdashW .70 94 287, 29 28% -% Centror 5 174 5% 45 45 45 10 Dater 5 2 3/8 5/8 3/8 -%	Fleet Hidgs 290 + 1 Hol Bros & ESA - 75 + 8
GB Inno BM	Smith (Howard) 4.5 —0.15 Proneer 3,590 - 30 Thos. Natwide 1,86 10,06 Renown 625 - 5	AdvGer 135 8'g 7'g 8'g CABSAS 1.52 15 2919 291, 2914 - 14 Dastum 53 6 6 6 - 19 1	Lanca 315 +85 Marinex Pet 93 + 6
Pan Hidgs 10,800 200 Linde	Western Mining 4.9 Conventions Sec. 6	ASSES 80 712 14 197- 14	Muirhead
Soc. Gen. Beige. 1,930 +55 Soc. Gen. Beige. 1,930 +55 Mercedes Hid 579 1 Apr. 22 Price + or Kronor — Sofina	Westpac Bank 3.59 +0.44 Sapporo, 435 -73 Woodward Petrol 1.6 Sekisul Prefab 590 +10 Woodwarths. 3.00 +0.85 Sewis Prefab 9,400 +50 Warmald Intl 3.58 +0.65 Sharp 999 -1 Shimadzu	AirMot 10e 138 12-3 12-1 12-1 - Cormit 75 31-2 15-1 Definit 1.04 81 111-1 11 - 15 AirWisc 262 14-3 14-3 14-2 - 15 Cotus 158 111-1 111-1 15 Definit 39 11-1 15 11-1 15 AlsABC 3 63-63-63 ChadTh 5 1 1 Denetic 2831 51-4 41-45-1 AlsABC 3 64-63-63-6 ChadTh 5 1 1 Denetic 2831 51-4 15-5 AlsABC 3 65-64 Denetid 1059 64-63-65-65-1 AlsABC 3 65-64-65-65-65-1 AlsABC 3 65-65-65-65-65-65-65-65-65-65-65-65-65-6	Provident Fin 230 + 7 Selincourt 275 + 2 UDO Hidgs 223 + 18
Science 4,000 70 Preussag 21 ASEA Free 400 100 100 100 100 100 100 100 100 100	Sony	Alexa 140 701 37 3612 3612 Chapter 94 51 516 51 +16 Desorth 9 616 616 616 616 11 Alfin 16 2012 2012 2012 -14 Charget 46 1512 15 1516 +16 Desorte 5 5 416 5	FALLS Banc of Scot 440 -25
Rosenthal	Bank East Asia 23.5 -0.5 Storno Marine 600	Alleggy 40 257 20% 1976 20% - 78 Chilmi 41 1712 17 17 -12 Diagry 5 80 6 26 27 20 72 1 Alleggy 40 257 20% 1976 20% - 78 Chilmi 41 1712 17 17 -12 Diagry 5 80 5 3% 3% 3% 1 3 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	Fisher (Albert) 121 - 6 Micro Bus Sys 165 - 30 Ocean Trans 188 - 10
Apr. 82 Price + or Kor t - Veba	Hang Seng Bank: 44,25	Allocap 1a 7 21'2 21'2 21'2 Chemex 560 52 5 54 Dicemed 137 7'4 7'8 7'4 1'8 1	Pentland Inds 650 - 10 Racal Elects 200 - 6 Thorn EMI 430 - 11
Baitic Skand 545 10 Sandvis	HK Shanghai BK. 8.0xa Tokyo Marine 807 + 3 HK Telephone 72.5 + 1 TBS 775 - 4 Hutchinson Wpa 22.8 - 0.2 Tokyo Elect Pwr 1,730 Jardine Math 12.3 + 1 Tokyo Gas 188 - 5	Altron 16 12 11 11 12 13 14 14 15 15 15 15 15 15	FNOWC 5 5 43 5 14
De Danske Luft. 1,215 + 5 East Asiatic	New World Dev 6.7 +0.1 Tokyo Sanyo 668 21 Onent O'seas 2.25 Tokyo Style 739 -1 Oseas Trust Bk 5 -0.0! Tokyo Corp 352 -3 SHK Props 10.2 +0.2 Toppan Print 855 -5 Shell Elect 1.53 Toray	AmCarr 805 115 105 105 - 18 ChOw 5 .38 100 155 147 147 147 - 1 Drobb 20 6 17 165 17 - 4	FRECEN S 11 25 28 25 FRESUD .026 54 1512 1514 1514 -14 FRESEN .40 23 14 1314 14 FRESEN .40 23 15 3134 14 FRESEN .50 31 35 3412 35 FRESEN .80 21 2612 2614 2615 +14
Novo Ind	SWITE PAG A 24 + 0.2 Toshiba Elect 389 + I TV-B 5.9 + 0.2 TOTO	ACord 39 7'3 7'4 1'4 1'5 Chyrn s .10 77 8'7 8'4 8'5 1'4 1'4 Doyllom .40 8 16'5 15'4 18'5 AExpl 31 45 45 5 6 Chyrn s .10 77 8'7 8'4 8'5 1'4 1'4 Doyllom .88 89 21'6 21'4 21'4 AFGSL .60 28 14'4 14 14'4 1'4 Chyllom .10 11'7 16'4 16'4 16'4 1'4 Chyllom .10 11'7 16'4 16'4 16'4 16'4 16'4 16'4 16'4 16'4	FRISHBA 80 21 26'2 28'4 26'2 + '4 FSI-MBA 128 62 64 6'4 FSI-MBA 128 62 64 6'4 FSI-MBA 128 23'5 23'5 + '8 FSECKY 76b 30 23'5 22'5 23'5 + '5
Smidth (F)	Victor	AFurn .28 78 125 12 125 + 1 Captoo t 26 75 7 75 + 1 Drextr 24 135 135 135 135 135 135 135 135 135 135	PISSOR 48 5 1314 1314 1314 14 1515 1515 1515 1515
FRANCE Montedis In. 1,52 + 45 Brown Boveri 1,550 - 40 Montedis In. 1,522 + 4 Chip Geigy	Yamszakı 630 Yasude Fire 440 – 6 Yokogawa Bdge. 422 – 1 Yen	- Aimul 2006 14 654 652 652 - 16 CtzFid s 1.04 166 2554 2554 456 Duckys 6 23 2252 23 AMagent 13 591 914 915 - 14 CtzGeP 48e 1 1712 1712 1712 - 14 Durken s 1.28 20 3914 39 39 - 14 AMS 3 17 1694 654 - 12 CtzH A t 45 36 255 36 Durken .56 2 10 10 10	FINES 1 283 5 274 274 274 + 4 FINES 20 13 64 54 54 55 Fines 270 18 49 484 49 + 1
Apr. 22 Price 4-or Sina BPD 229 + 25 Elektrowatt 2,880 - 10 Firs - Toro Assic 14,250 + 180 Hoff Roche PrCts 86,625 - 125 Firs - 10,400 - 250 Hoff Roche PrCts 86,625 - 125 Firs - 10,400 - 10,4	Alisomoto	AMidi 439 \$ 9.16 \$ +1-16 CityFed 256 1171 1014 103 105 +16 DynRs 8 614 6 514 -12 Anthres 1.08 30 321 321 3214 -14 CryNCp .880 112 273 272 272 Dynson 1 4 45 41 41 -14 APrig 21 6 6 -14 CryNCp .104 8 35 34 35 +1 Dynson 2 31 15-1615-16 ClairSt 9 .10 304 19 183 183 183 15-1615-16 ClairSt 9 .10 304 19 183 183 183 183 183 183 183 183 183 183	Flakey 128 7 53, 63, 63, 64, 64, 65, 65, 65, 65, 65, 65, 65, 65, 65, 65
Accor 272.1 -6.8 Ar Uquid 611 -7 BIG 508 6 NETHERLANDS Landis & Gyr 1,670 - 20	Asain Glass	ASecC 9 1.02 103 267; 267, 267, 267; ClarkJ .88 79 243, 241, 241, 241, 241, 241, 241, 241, 241	Flaffell 15e 62 17fa 17 17 14 180Ft 9 72 30 35f3 35f3 35f3 15f3 17 180F5 5 7 12 11fa 12 12 12 12 12 12 12 12 12 12 12 12 12
Bouygues 690 +3	Crizon 511 +4 Haw Par. Bros 8.18 -0.00 Dai Nippon Ptg 995 5 Keppel Shipyard 1.45 -0.00 Keppel Shipyard 1.45 -0.00	Amment 3 201; 201; 201; -14 Coastr 42 153, 163, 163, -14 EaplCot 158 1, 3, 3, 3, -14 Amgen 541 51, 51, 51, 51, 51, 51, 51, 51, 51, 51	Fontar 58 35 31/3 31/3 11/4 11/4 11/4 17 18/4 18/4 18/4 18/4 18/4 18/4 18/4 18/4
Gub Mediter'n 1,068 - 46 The Bancaire 646 5 Ahold 298.5 - 3 Sika	Ebara	Anaditie .10 3 61, 61, 61, 61, 70 Cobells 701 151, 51 151, 61, 701 151, 51 151, 61, 701 151, 51 151, 61, 701 151, 51, 51, 51, 51, 51, 51, 51, 51, 5	Forsch 7 61, 61, 61, -12 FortoF 530 20 191, 191, -15 FortoS 663 11, 13, 11,
Darty	Fuji Film	Andror 18 111 101 111 + 14 Commt s 572 20 191 191 191 ElPas 1.48 424 147 148 147 + 18 Androw 5 63 63 64 - 14 Colabb 60 45 61 45 61 48 - 18 Androw 1784 2212 2712 272 + 14 Colabb	Forum .06 298 10 9/g 9/s Foster .10 72 5/g 5/g 5/4 Fountyr 124 28/g 27/g 28 - 1/g Fritch .56 2 15/r 15/r 15/r - 1/g Fritch .48 27/g 27/g 27/g - 1/g
Ession	Hasegawa	Apopee .12 134 87 81 81 11 12 Colliss 25 5 46 46 Elder .231 221 211 22 -4 Colliss 25 5 46 46 Elder .231 221 211 22 -4 Colliss 25 5 18 18 18 18 Elder .231 231 231 231 231 231 231 231 231 231	FreeFoll 112 81, 81, 81, 81, 19 19 19 19 19 19 19 19
Maisons Phenix 215.5 9.7 Hoogovens 59.9 0.1	1,250 20 20 20 20 20 20 20	ApidMr 178 2612 26 26 -14 Col/Tie 51 161, 161, 161, 161, 161, 161, 161, 1	Funtame .05r 20 4 4 4 4 G G G GTS 144 83 73 8 - 4 Gallieo 48 121 12 121 - 4
Midi (Cie)	Watsu	Argesy 255 20 191, 191, 191, Constr02 86 15 147 15 +1, Ecohert 18 120, 12 12 -1, 16 120, 17 15 14, 18 12 12 12 -1, 18 120, 18 12 12 12 -1, 18 120, 18 12 12 12 12 12 12 12 12 12 12 12 12 12	3aloob 105 131 123 13 +12 3ama8 10 62 10 91 91 - 38 3amdl g 30 63 63 63 - 19 3enetch 781 551 531 55 + 11
Penrole Roard - 700 4 Oce Grinten - 317.5 - 1.5 Aust. Nat. Inde 2.73 - 0.81 Petroles Fra. 85.5 6.5 Ommeren (Van. 50.8 1 - 0.1 Aust. Paper - 2.55 - 0.04 Petroles Fra. 60.2 1.8 Pakhoed - 68.1 - 0.1 Bell Group 6.8 - 0.1	(a) ima 291 4 Anglo Am Gold 179.5 +2 (ac) Soap 771 +3 Barclaya Bank 15.8 -0.8 (ashiyama 635 -23 Barlow Rand 11.5 +0.1 (irin 600 3 Buffels 89 19.8 (okuyo 885 -5 CNA Gallo 2.75 +0.8	Artel 28 74 7 74 Comdet 49 27 24 27 + 15 Elmont	Shaut 14 51 ₈ 51 ₈ 51 ₈ -1 ₄ InBlud 36 8 133 ₄ 131 ₂ 133 ₄ +1 ₄ SenCer 10e 3 231 ₂ 21 231 ₂ InMag .05e 2 111 ₄ 111 ₄ 111 ₄
Printempt Aus 228 2.1 Robeco 71.2 -0.2 Bond Corp Hidgs 1.46 1.46 Radiotech 278 2.1 Rodamco 137 Bong anville 3.18 Redote 1,325 -26 Roince 66.5 Bougainville 2,18 -0.0 Premultifele 1,330 -3 <	Constant	Astrom 129 91, 83, 91, +5, Cmostl 1.40 90 34, 351, 332, +1, Emisson 413 51, 5 51, -1, Cmostl 1.40 90 32, 351, 332, +1, Emisson 413 51, 5 51, -1, Cmostl 1.40 90 32, 351, 131, 131, 131, 131, 131, 131, 131	InShal 75r 5 15¼ 15¼ 15¼ + ½ SenetE 25 2½ 2½ 2¼ - ¼ SenetI 56 2¼ 2½ 2½ 2½ - ½ SenetS 950 7 65 6¼
Settineg	Notic Geramic	Athey 80b 6 20b, 20 20b, Comwit 1.80 18 29 29 29 -12 Emfact 48 11 10/8 10/8 Athey 80b 6 20b, 20 20b, ComAm 24 37 38 318 EngOul s 60 9 88 87 8 + 18 ComAm 40b 40 21b, 21b, 21b, 21b, -14 Comfind 35 182 27b, 21b, 21b, EngRav 10 7g 7g 7g 7g	ioneve .10 2 41 41 41 +12 iones 56 5 44, 434 -14 iones 10e 2 61, 61, 61, -1, iores 722 151, 147, 151, -1, ioriko s .08 29 7 61, 61, -1,
Coles G.J	Rerubeni	Affin 174 111- 11 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Sibson 28 1 12 12 12 - 1 Sibson 28 218 2014 2015 2015 - 1 SibstA 170 12 27 2514 2614 - 1 SignFd 253 1115 113 113
Individual exchanges and are last traded prices. Deplings Dunlop Olympic. 2.15 - 0.03 h suspended. xd Ex dividend. xc Ex scrip issue. xr Ex rights. Elders XL 3 03 - 0.02 h Energ Res 1.36 - 0.02 h	1 ta Elec Works 710 +1 \$age Hidgs 8.7 -0.3 1 bishi 8.7 -0.15 8.8 1.0 1.0 1.0 1 bishi 8.7 8.7 1.0 <t< td=""><td>Austron 2 41, 41, 41, CmpCr .40 848 277, 263, 263, -7, Epsilin 40 123, 123, 123, 123, 123, 123, 123, 123,</td><td>30dfry s 52 10 174 174 174 - 75 186Corr .31e 28 1212 1212 - 12 30ldE s .24 24 1912 1912 1914 + 12 36Taco 90 11-185 11-16</td></t<>	Austron 2 41, 41, 41, CmpCr .40 848 277, 263, 263, -7, Epsilin 40 123, 123, 123, 123, 123, 123, 123, 123,	30dfry s 52 10 174 174 174 - 75 186Corr .31e 28 1212 1212 - 12 30ldE s .24 24 1912 1912 1914 + 12 36Taco 90 11-185 11-16
		Auston 13 5½ 434 5½ +½ CCTC 440 51, 9 9 -1 EncT 1.02e 381 32 317, 32 CmgAs 7 26 25½ 25½ -½ EwsSut 119 13½ 13 13½ -½ CmgAs 7 26 25½ 25½ -½ EwsSut 119 13½ 13 13½ -½ CmgAs 7 26 25½ 25½ -½ EwsSut 119 13½ 13 13½ -½ CmgAs 7 26 25½ 25½ -½ EwsSut 11 4 4 4 -2 8 10 12 12 12 12 12 12 12 12 12 12 12 12 12	iotsas 111 155 ₃ 151 ₄ 153 ₅ - 1 ₄ 100 1 125 ₃ 121 ₄ 125 ₃ + 1 ₃ 100 1 76 86 165 ₄ 165 ₃ 165 ₃ - 1 ₃ 100 1 44 54 111 ₄ 111 ₅ - 1 ₄
CANADA		Avatar 34 1814 1814 1814 1814 Coulent 54 75 71, 714 AvianGo 30 17 1614 1814 Coupent 14 815 77 8 - 15 PDP 31 774 7 714 + 14 Azacht .20 56 434 412 412 - 14 Compides 277 774 684 714 + 14 PMI 02e95 574 534 534	iradico 5 8 8 8 - 1, iradico 75 8-2 85 85 - 19 iradio 22 13 123, 123, iradio 201 55 54 54 irayCo 3 81, 81, 81,
Sales Stack High Low Orose Clong Sales Stack High Low Close Ching Sales Stack	High Low Close Chap Sales Stock High Law Close Chap \$2776 2714 2714 + 54 150 Roman 510 10 10 -14 \$1354 1354 1354 + 15 50 Rothman \$4012 4012 4012 -12	BBD 220 45 50 50 50 -14 Complete 15 712 712 712 FearFin 64 984 9 914 Complete 15 712 712 712 FearFin 64 984 9 914 115 712 712 712 712 713 713 715 715 715 715 715 715 715 715 715 715	### 13 127g 127g - 1g 1876 13 127g 127g 127g 137g 137g 137g 137g 137g 137g 137g 13
Prices at 1.30pm 4700 Colsan 175 p \$173 173 500 Indel Prices at 1.30pm 4700 C Disab A \$53, \$54 55 55 50 Indel 1000 C Disab B \$355 55 55 55 55 100 Intel 1000 C Disab B \$1 355 55 55 55 55 55 55 55 55 55 55 55 55	\$17°, 17°4, 17°3, -1°5, 3849 Scepter \$83°, 66°, 65°, 55°, 83°, 83°, 83°, 83°, 83°, 83°, 83°, 83	BP Sy 51 27 ₈ 27 ₈ 27 ₈ + 7 ₈ CmTask .05 137 21½ 21½ 11½ FarmF 1 28 20½	ireanT 91 191, 181, 183, 183, 183, 183, 183, 183, 18
260 Abii Pres 55314 531, 5314 -15 390 Canton A 5135 1256 1256 -16 1000 Kam Kona 15500 Achlands 516 16 16 11500 Crowns 51814 18 18 -16 793 Kerr Add	128 128 128 100 Sigma \$81, 91, 91, -1, 515's 155, 153, 1540 Southm \$551, 55 551, -1,	Battiston 65e 250 241, 237, 24 +1, Comstr 96 10 97a 97a FarrCo .24 20 121, 113, 12	iuarFn 25 7¼ 6¾ 6¾ 1¼ iuarC .60 3 21 21 21 +1¼ iuarS 20 131¼ 13 13 +1¼ iuarS 10 16 16 16
17955 Alf Energy \$21\(\frac{1}{2}\) 20\(\frac{1}{2}\) 20\(\frac{1}{2}\) 20\(\frac{1}{2}\) 20\(\frac{1}{2}\) Algema \$1 \$23\(\frac{1}{2}\) 23\(\frac{1}{2}\) 23\(\frac{1}{2}\) 23\(\frac{1}{2}\) 1900 Denison A p \$12\(\frac{1}{2}\) 12\(\frac{1}{2}\) 12\(\frac{1}{2}\) 12\(\frac{1}{2}\) 1676 Lacana 100 Argeen \$19\(\frac{1}{2}\) 19\(\frac{1}{2}\) 19\(\frac{1}{2}\) 19\(\frac{1}{2}\) 5769 Denison B I \$72 11\(\frac{1}{2}\) 12\(\frac{1}{2}\) + \(\frac{1}{2}\) 516 Loblaw Co 856 Atto I f \$88\(\frac{1}{2}\) 88\(\frac{1}{2}\) 88\(\frac{1}{2}\) 88\(\frac{1}{2}\) 88\(\frac{1}{2}\) 12\(\frac{1}{2}\) 13200 MICC	\$12 ¹ / ₄ 12 ¹ / ₅ 12 ¹ / ₆ - 1/ ₄ 1200 Subptro 310 303 305 -5 513 ¹ / ₆ 13 13 ¹ / ₉ + 1/ ₄ 50 Steep R 250 250 250 518 ¹ / ₆ 18 18 18 18 18 18 18 18 18 18 205 Sydney a 23 23 25 - 1 235 230 230 + 5 61700 Tara \$227/ ₂ 221/ ₉ 221/ ₉ - 1/ ₆ 5221/ ₉ 243/ ₉ 243/ ₉ + 1/ ₈ 1250 Tech Cor \$131/ ₁ 131/ ₈ 131/ ₉	Bachter 1.24 9 31 3012 3014 -12 Conspil 22 77g 73g 77g +14 Fibron 15 16 153g 16 +14 Banctec 13 1012 1014 1014 -11 Consid 8 124 25 241 25 +1a Fidler 2.84 67 561 56 56 4 14 Banctec 13 1012 1014 1014 -11 Consid 8 10 1812 18 1814 +12 Fidler 2.84 67 561 56 56 4 14 Consid 8 28 28 27 27 27 2 -1 Consid 1.85 28 28 28 28 27 27 27 2 -1 Consid 1.85 28 28 28 28 28 28 28 28 28 28 28 28 28	#Bdc 119 15 147 ₆ 147 ₆ #Bhuc 4 17 ₈ 13 ₄ 17 ₅ − 1 ₅ will .05e18 12 113 ₄ 113 ₄ − 1 ₆ H H
856 Atto 1 f \$85g 85g 85g + 1g 1200 Dovelcon \$85g 65g 65g 13200 MICC 450 EP Canada \$341, 341g 341g - 1g 9100 Dictars A f \$61g 61g 61g 61g 61g 61g 61g 61g 61g 61g	\$23\\\\224\\\247\\247\\\247\\\247\\\247\\\247\\\247\\\247\\\247\\\247\\\247\\\247\\\247\\2	Berrier 13 1012 1014 1014 1015 -1 Commits 1 24 25 2412 25 +14 Fider 2 84 67 564 56 56 +14 1	190 1916 20 1976 197
100 Bandon M 510's 10's 10's 10's 450 FCA Intl 520's 20 20 -1s 32300 Nowsco W	\$16 15'9, 15'9, 31'0 Thom N A \$55!, 55', 55', -1, \$24'8, 24'9, -18, 18236 Tor Om B \$195, 191, 191, -18, \$17'9, 17'9, 17'4, -1, 335 Torstar B f \$201, 2018, 2019, -19, \$15'6, 15'1, 15'2, 12'8 Traders A f \$21'3, 2	Bissou Sett 21 287 23 28 -14 Comfor 5 726 73 73 Fig. Finited 132 3 572 873 673 -14 Bissou Sett 21 1212 1212 +14 Comfor 1 28 101- 10 1012 +14 Comfor 1 28 1012 +14 Ingent 20 1012	RAO Am 11 13 123, 123, -3, laber s 84 191, 19 191, lader o 10 43, 45, 45, 43, -3, lader o 167 3, 3 3, 4 1, laber o 45 1 3, 1
25C1 BCPP 591 91 91 97 97 97 2057 BC Res 247 245 246 +1 500 Floritridge 5104 1031 104 5800 Oakwood 3000 BC Phone 5221 221 121 120 120 140 1000 Brurssek 516's 16'6 16'6 -1 1200 F Cry Fin 5131 13 -1 1100 Parnour 1600 Budd Car 521's 21's 21's 41 1900 Goac Comp 512's 12's 12's 41 200 PanCar P 9039 CAE 517's 17 17 +1 1900 Goac Comp 512's 12's 12's 41 200 Pembing	1 53 50 50 -2 9138 TrCan PL \$245 241 245 -16 58 8 8 +16 9330 Trmac 425 415 420 1 \$245 -16 \$200 585 8 8 -16 300 Umcorp A 1 87 7 7 +16 \$200 58 58 58 8 8 -16 300 Umcorp A 1 87 7 7 +16 \$200 58 58 58 58 8 8 -16 300 Umcorp A 1 87 7 7 +16 \$200 58 58 58 58 58 58 58 58 58 58 58 58 58	Banks s 58 32½ 32 32½ +14 Consul 66 59 5½ 5% -16 FAIBB s 1.12 42 25 25% 26 +14 1 Banch 9 320 1 1 1 -15 Chille 2.04b 13 343 343 344 +12 FAIBB s 1.20 43 313 3114 312 15 Banch 9 320 1 1 1 -15 Chille 2.04b 13 343 343 344 342 +12 FAIBB s 1.20 43 313 3114 312 15 Banch 63 35 314 35 -15 Chille 3 155 145 1312 1376 +14 FAIBB s 1.20 143 313 3114 312 15 Banch 63 35 314 35 -15 Chille 55 5½ 55 54 FAIBB s 1.20 25 256 256 256 144 15 Banch 140 115 115 115 115 -15 Chille 55 5½ 55 54 FAIBB s 1.20 256 2576 +14 15 Banch 140 115 115 115 115 115 115 115 115 115 11	Saledy # 45 4 61 61 61 61 61 61 61
1000 Blood Card Sc116 214 21-8 +3 1590 Fraser S121 214 124 -12 200 PanCar P 9039 CAE S176 17 17 +6 1900 Goac Comp S121 214 124 -12 200 Pembina 100 CCL A 528 28 28 64810 Geocrude 300 290 290 -5 1700 Phoma Oil 1000 CD:seb B f S59 559 +14 1350 Gelraltar 51014 1016 1014 +7 300 Pine Point 856 Cad Fru 5134 133 130 -14 15750 Gelraltar 51014 1016 1017 13110 Pacer	S81-1 8 8 -14 300 Umcorp A 1 87 7 7 +14 5274 32 32 +14 100 Umcorp A 1 87 7 7 113, 113, 113, 113, 113, 113, 113,	Bayelis 2.32 137 513 514 515 + 12 Convert 15 672 6 675 772 74 78 60 1512 15 1572 + 12 15 15 15 15 15 15 15 15 15 15 15 15 15	irsint 160 544 294 291, 291, 1755m 3.20 10 801; 791; 791; 141 141 141 141 141 141 141 141 141 1
100 C Nov Wes S24 24 24 1100 Gran G S33 323 33 +1 2000 Provigo 18565 Can Truss 3275 265 365 -12 700 G Pachts 5301; 301; 301, -1, 38450 Cue Sturg 200 C Tung 5145; 141, 144; 80 Greyfind 5251; 251; 251 -16 1500 Rayrock I 15436 CI Bk Com 5304 301; 304	\$249, 249, 249, 49, 5860 \$100 A \$209, 209, 5124, 124, 124, 124, 124, 124, 124, 124,	Berlin wt 16 145 145; 145; 145; 145; 145 Cordis Selection	Lauser 35e 51 171; 171; 171; 171; 141; 184417 .52 9 20 20 20 - 1; 184418 .28 66 84 6 81; 141; 181417 .558 38; 27:1855 - 1;
1000 Cdn Nai Res 28 28 28 41 850 Hawker \$191, 191, 191, 191, 191, 191, 86320 CTire A 1 \$61, 851, 851, 851, 41, 901 Haves D \$100, 101, 101, 6000 Res Serv (400 Care \$111, 111, 111, 111, 111, 111, 111, 11	A \$21 ¹ 21 21 ¹ 23 2574 Woodwad A \$11 ¹ ₈ 11 ¹ ₈ 11 ¹ ₈ 13 ¹ ₈ 291 291 -3 143625 Yi. Bear \$6 55 6 165 165 165 165 Total sales 5.863,815 shares	Birchore 2.24 23 250 261 29 21 25 241 241	Second 10
		BigBeer 70 15t2 16t3 16t4 Creating 56 21 14 13t3 14 + 14 FeffsCD 80 104 22t3 21t3 21t4 Billings 55 6t3 5t3 5t3 - 16 Creating 56 21 24 21t3 21t4 + 14 FeffsCD 80 104 22t3 21t3 21t4 Billings 55 6t3 5t3 5t4 - 16 Creating 56 24 21t3 21t3 21t4 + 14 FeffsCD 80 104 22t3 21t3 21t4 Billings 115 5t3 5t4 5t4 21t3 21t3 21t4 Billings 115 5t3 5t4 5t4 21t3 21t3 21t4 14t4 + 14 FeffsCD 80 10 21t3 21t3 21t4 + 14 FeffsCD 80 10 21t3 21t4 21t4 21t4 21t4 21t4 21t4 21t4 21t4	Service 1.82 9 343, 341, 343, 341, 341, 341, 341, 341,
		Single S	ilberC s 1b 7 21 21 21 +14 lickam 495 1014 9 954 - 114 logan 61 553 512 514 kmBn s .88 3 30 30 30

HAND - DELIVERY IN PARIS

Many of our subscribers already receive their copy of the Financial Times on the day of publication. If you live in the 1st, 2nd,7th,8th,9th,15th,16th or 17th arrondissement, Neuilly or La Défense and would like to hear more about this service, then contact:



Benjamin M. HUGHES
Financial Times (Europe) Ltd
Centre d'Affaires Le Louvre
168, rue de Rivoli
75044 PARIS CEDEX 01
Tél. (1) 297.06.23

FINANCIAL TIMES EUROPE'S BUSINESS NEWSPAPER

Kidder, Peabody Securities

Market Makers in Euro-Securities

An affiliate of

Kidder, Peabody & Co.

Incorporated

Founded 1865

New York • London • Paris • Geneva • Zurich • Hong Kong • Tokyo

CCB S
C COFI
CP Finb
CBT 8 S
CBT Cp
CCM, Na
CPI
CPI
CSP
Cabriry
Cache
CACI
Cary
Cache
CACI
Cary
Calibro
Callibro

Subdued-session ends with equity leaders lower

and Gilts marginally higher

Dealings tions Dealings Day
Apr 15 Apr 25 Apr 26 May 7
Apr 29 May 9 May 10 May 20
May 13 May 30 May 31 June 10

Situation issues and stocks re-commended in the weekend Press columns tended to con-sume the interest throughout a

The Bank of England again provided heavy assistance in money markets, although Discount Houses were not asked to pay Friday's penal rates. This had indicated the authorities' reductions in bank base lending rates after the i percentage cut to 121 per cent by both NatWest and Lloyds.

Wall Street's concern over U.S. economic trends, which reulted in a lacklustre performance on Friday, also dampened lens, shed 5 to 55p. ulted in a lacklustre performance on Friday, also dampened equity interest. Institutional equity interest. Institutional lems, shed 5 to 55p, activity was particularly sparse with operators seemingly content to await ICI's first-quarter results, due to be announced on Thursday. Most international and Arrow lost 3 to 58p, after 57p, following slightly disappointing annual figures. leading stocks eased progressively and the FT Ordinary share index, which opened only a shade off, closed 7.2 down at the session's lowest of 971.6.

session's lowest of 971.6.

The volume of business in Government securities also taited off but the market displayed a firm undertone. Sterling's current strength, in spite of cheaper money moves and revived talk of lower oil prices, encouraged light demand for conventional Gifts which settled a better in places. No bids were made for stock of the three new tranches of existing issues, totalling \$850m, made available to the market from yesterday. Indexmarket from yesterday. Index-linked stocks too attracted small upport following the latest rise

banks and the close was mixed.
Barciays edged forward a few pence to 358p, but Midland eased international has acquired a nearge at 28p. Boyal Bank of Scotland touched 286p before closing 2 dearer at 284p. Among Discount Houses, Provident Financial reflected revived speculative buying with a rise of 7 to 230p.

Renewed profit taking caused takeover favourite Commercial 2 of above that Dries to ease before a late flurry of speculative buying prompted a the news that British Land now British I advanced 9 to 177p

EQUITY GROUPS

& SUB-SECTIONS

9 History (27)
18 Other Industrial Materials (16)...
21 COMSUMER GROUP (278)
22 Brewers and Distillers (23)

OTHER SACUPS (97) Chemicals (17).... Office Equipment (4)

Merchant Bunks (11)_

2 5-15 years .

Over 15 years.

FIXED INTEREST

+8.11 11742

129.39. +0.08 | 129.29 ---

136.95 +4.12 136.79 -

150.06 -0.21 150.40 --

228.25 +8.69 | 128.13 --

77.54 +8.12 77.45 --

raily to 223p, up 2 on balance. Elsewhere, Lloyds Broker Minet chespened 5 to 240p with senti-ment still soured by last week's warning that a syndicate managed by the company could face sub-stantial losses. Windsor Securi-ties, in which Lander Invest-ments recently asquired an 11 per cent stake, gave up 3 at 57p.

subdued London trading session yesterday. The dult tone seen in leading shares on Friday continued as the market appeared to be undecided about the course of international interest rates. Sterling gave little help, fluctuating within a narrow range, while period rates for credit hardened.

The two newcomers to the Unlisted Securities Market made highly successful debuts. Specialist magazines and video group Aspen Communications, placed at 125p, opened at 154p and moved up to 173p. Lloyds broker holding company Howard Group began at 172p and touched 200p. moved up to 173p. Lloyds broker holding company Roward Group began at 172p and touched 200p prior to closing at 187p compared with the placing price of 129p.

lems. shed 5 to 55p.

Lanca buoyant

headway in thin trading but often finished below the best levels. The 12 per cent rise in March provisional Retail sales, which followed the encouraging tenor of the latest FT/CBI survey of the distributive trades, was a help. British Home fared best with a gain of 6 to 293p, while Burton hardened a few pence to

of weekend Press comment. Allebene, 5 up at 54p, Selincourt, 2 better at 27-p, and our Price, 12 to the good at 400p, after 403p, all went better for this reason. Bank of Scotland down

Bank of Scotland fell 20 to
440p following news of the proposed £BIm rights issue, which
accompanied the preliminary reresult. The news served to deter
interest in the major clearing
banks and the close was mixed.
Barclays edged forward a few

*** \$550p, but Midland eased

*** \$55 Recovery prospects lifted S. R. 4 to 208p on publicity given to Gent 8 to 124p, while buyers returned for Dunhill, another 15 up at 385p. Handbag merchants and Muirhead, at 148p, rose 10

T ACTIIADIEC CUADE INDICEC

the Institute of Actuaries and the Faculty of Actuaries

Mon April 22 1965

FINANCIAL TIMES STOCK INDICES

Apr. Apr. Apr. Apr. Apr. year 22 19 18 17 16 15 ago 971.6 978.8 991.5 988.8 979.5 977.0 878.2 518.8 615.9 507.8 521.8 535.5 536.9 686.1 P/E Ratio (net) (*) 10.32 10.39 10.53 10.49 10.38 10.44, 11.95 Total bargains (Est.) 24,496 24,564; 24,872 25,464 25,061 24,920, 20.090 Equity turnover £m. - 285.80; 484.73 587.82 429,21 430.02 185.49 19,289 22,555 22,728 25,431 26,129 14,549 152.5 226.1 202.0 243.4 230.4 105.2

10 am 977.5. 11 am 977.5. Noon 975.4. 1 pm 974.1. 2 pm 973.6. 3 pm 973.4.

HIGHS AND LOWS

S.E. ACTIVITY

-	1985	Since Compilat'n	Apr. Apr. 19 18
	High Low		
rt. Secs,	82,00 78,02 (194) (29/1	19,1175, 12,175, EQUITIES	163.0 152.5
ed Int	86.19 82.1 (22/4) (28/1	7 150.4 50.53 Value (28/11/47) (3/1/76) 5day Ave	573,6 858,6
itary	1024.5; 928.7 (22/1) (3/1)		
d Mines	536.9 439.5 (15/4) (25/1)	734.7 43.5 Barcair	150.5 160.1 790.5 875.3

controls over 25 per cent of the on week-end Press suggestions limited voting shares.
Interest in the Electrical of pence to 255p. Newspaper men-tion stimulated demand for Williams Holdings, up 7 at 284p, and Hampson Industries, a couple of pence harder at 28p, while increased annual profits left Folkes 1½ higher at 27p. Clayton Son, scheduled to report pre-liminary figures on Friday, gained 5 to 73p.

Among Foods, Dee Corporation a new high of 50p.

Slightly more active conditions prevalled among secondary issues up 6 at 200p and Plessey with business boosted by a welter of weekend Press comment. Alle-Australian currency influences, softened a couple of pence more

Among Foods. Dee Corporation. and 6 respectively following Press comment, while Ferward Technology edged up 2 to 30p. Micro-Business Systems, however, dropped 30 to 165p owing to ad-verse comment ahead of tomor-

of a possible counter-bid for the company; current bidders Henderson Group hardened a couple of pence to 255p. Newspaper men-

NMW Comp. higher

A rather uninspiring trade in the miscellaneous industrial leaders left quotations showing little alteration at the close. Elsewhere, NMW Computers, still reflecting prospects for its accounting services and Talisman facilities for stockbrokers. South African gold mining facilities for stockbrokers. Sector: sizeable Johannesburg buying interest in the wake of a davanced to 405p before closing 17 up on the day at 380p. Comment ahead of Thursday's preliminary figures stimulated demand for Hollis Bros., 8 to the good at 75p; others to reflect week-end Press mention included Polly Peck, 8 dearer at 250p, and Amber, which jumped 35 to 140p. EIS improved 3 to 210p in response to satisfactory preliminary figures, while the chairmany Areas, which advanced 6 to 33p.

Marinex, which advanced 6 to 33p.

Beatrix Mines were a lone firm feature in an otherwise neglected South African gold mining feature in an otherwise neglected South African gold mining interest in the wake of a buy recommendation in the South African press boosted the shares 32 to a 1985 high of 350p. Other gold shares did little more than drift easier on lack of interest. Bullion failed to give much of a lead and held around the 3228 an ounce level throughout the day. Adverse Press comment prompted persistent small selling of Western Statement at the sunsal meeting left Bestwood 8 higher at 225p. Clement Clarke improved 5 more to 105p awaiting today's preliminary statement. Comment in the Financial Times suggesting that the worst may be over for the furniture industry, prompted

Publishers featured Fleet Holdings which rose 7 to 290p, after 292p, awaiting further news of the intimated offer from United Newspapers. eround at th

occasional demand for furniture issues, Parker Knoli A rising 4 to 180p and Stag a couple of pence to 56p.

of the intimated offer from United Newspapers.

Stock Conversion traded actively and touched 505p prior to closing unchanged on balance at 492p awaiting news of the sale of Equity Trust's 22.7 percent stake in the group, the bids for which had to be tabled by last Thursday. Other leading properties were overshadowed, but managed further modest progress with both Land Securities and MEPC closing a couple of pence dearer at the common price of 304p. Residential property developers attracted fresh support on hopes of early moves to end rent controls on new lettings of private housing. Mountiew Estates were prominent, at 345p, up 15, while Dacjan firmed 5 to 385p and Warner Estate 10 to 645p. Elsewhere, Phoenix Property and Finance spurted to 53p before closing a net 8 up at 45p following news of a £3m Belgravia property acquisition from Mr Damian Aspinall which is to be satisfied by a cash payment of £15m and the issue of 4.285m new ordicary shares to the vendor at 35p per share. Higher interim profits helped Allied London Poperties add a couple of pence at 104p, while comment on the group's U.S. expansion lifted Rush and Tompklus 6 to 250p. On the other hand, uninspiring annual results left Percy Bilton 2 off at 223p.

Ocean Transport, supported

Ocean Transport, supported recently on takeover prospects, reacted 12 to 188p, as P & O chairman Sir Jeffrey Sterling, speaking at the latter's annual meeting, reiterated that P & O's meeting, reiterated that P & O's
10 per cent stake in Ocean is
held as a "trade investment."
P & O Deferred eased 6 to 347p.
Tootal, which recently fought
off a takeover attempt by
Australian concern Entrad,
hardened 1½ to 76p following
wague suggestions that Vantona
Vivalla, long touted as a prospec-Vivella, long touted as a prospec-tive suitor for Tootal, is set to

Among Foods, Dee Corporation, which lapsed its offer for Booker McConnell on Friday, eased 4 more to 222p, but William Low continued to attract buyers in the wake of the group's recent expansion moves and rose 9 to 642p. William Merrison, however, remained a firm market at 258p, up 4. Still reflecting the return to profitability, J. E. England rose 2 afresh to 30 jp.

Talk that the group's U.S. cigarette substidiary Liggett and Myers may face increased competition from Philip Morris which is 'thought' to be considering entry into the generic cigarette market put pressure on Grand Metropolitam which shed 7 to 285p, after 283p. a further announcement. The news gave a major boost to other onshore explorers, especially Marinex, which advanced 6 to FRIDAY'S

EUROPEAN OPTIONS EXCHANGE

	index Ma,	Day/	re (Max) W	7	Ratio (Net)	1965	index No.	index Ste.		Index lip.	preliminar demand for the good a	or Holl t 75p; of	s Bro hers t	o reflec	n mo	re than interes	drift L B	ullion	did little r on lack failed to
	547.8				.54	12.20	430	552.47	556.49	555.45		week-end i Polly Peck								and held ince level
	900.5 716.3		12.7 13.6		197 145	9.49 9.86	133	94.75 713.74	592.89 737.74	4%.78 715.78	521.94 772.65	Amber, wh					onspon			Adverse pted per-
_	1571.5	1 -02	184	7 4	155	II.95	2.79	1574.54	1574.55	1578.64	1726.94	EIS impro ponse to s	atisfactor	y pre	liminar	y sist	ent sm	all sel	ling of	Western
	1481.1 308.2					11.66	12.79	309.94	1731.AN	1732_13 318.66	135436	figures, v								8 to 367p continued
	191.4	e -0.3	11.5	1 7	. 72	10.46	1.94	191.95	193.75	191.96	196.19	left Bestw	eod 8 h	igher	at 228 ₁	. to	mprove	e and	closed	7 up at a
	1642 929.6	-0.4 +0.1		7 3	32	119 15.57	2.54 9.86	164.85 128.62	165.64 954.68	145,70 938,56	139.79 604.67	Clement C to 105p	larke im	proved	15 mor					reflecting 1 Overseas
_	649.0	6 -82	95	1 1	JES (12,72	3.64	650.17	655.16	652.40	525.40,	liminary s	tatement	. Com	ıment i	D COD	ipany i	s seeki	ng to a	ecquire an
_	568.4 503.6	- 27	11.9		꼃	19.42 19.74	3.56 7.27	572.75 588.15	577.80 505.24	572.21 498.42	517.56 480.74	the Finan					erest i			subsidiary
_	1568.6	5Į —	Į 63	8 I S	40. !	21.84 18.15	4.45	1568.76 1892.28	1585.37	1512.52	1130.29	the furnitu								lez eased
	1927.5 680.1	-0.9	1 44	4	3	15.49	1.35 9.96	686.24	668.06	1947.81 679.84	809.76 605.97					-				
	17832			6 4	25 15	19.76	19.85	1799.67 313.85	1783.25 312.17	1778.55 331.55	1354,42 244,54	lŧ								
_	314.4 627.5			1 / 3	34	18.22	1.67 1.55	623.A2	626.34	621.14	47L61	EL	IROP	EAN	OP	TION	IS E	XCH	ANG	E
	3243: 868.34		16.9		#	7.25	8.41 5.43	325.85 86.12	326.14 875.43	325.66	383.42 634.16				dav		ıa.		ov.	
_	681.0	-0.2	2.5		3	14.18	4.56	661.60	645.83	684,29	450.51	Se	ries	Vol.	Last	Vol.	Last	¥ol, ``	Last	Stock
	763.34 187.26				꿇	9.13 17.55	13.77 2.92	759.76 187.68	766.50 109.30	767,86 187,68	618.61 134.38	GOLD C	\$340 \$850		i . = i	_		17 (25	\$328.90
{	1366.5	-14	6.9	2 1 4	. 19	12.36	18.65	1182.95	1187.78			SOLD C	£360 i	16	3.50		= :	- 6	17	" '
	948.71 826.17		14		35	17.85	3.32 8.70	849.76 827.36	854.68 851.79	\$41,50 12.51	685.32 8.8	GOLD C	\$375 \$325	12 6	5,10	= 1	i . = ;	:= I	= 1	,,
	231.7				쒸	12.93	4.14		446.85					Ju		Sej	st.	De	c.	· ~
	1147.9	_	15.5	8 7	M	7.89	37.80	1139.36	1196.66	1109.16	1774.48	SILVER C	- 5660:	84	: 45	_	i . — į	- ;	~ ;	\$648 ·
-	685.63		10.3		祭	11.89	6.75	47.29	692.12	103.48	567.90	SILVER C	\$700, F1.540	12 21	80 B	- 1	28.20 A	=	=	FL358.30
_	458.74 446.13		275	. 7	였	-	6.32 38.72	464.11	47.53 44.44	45L67	365.41	SIFL C	F1.350	42 41	5,70 B 4,50	20	8	=]	=	
_{	691.21	1 +63	. —	1.4	59 \		12.95	699.33	691.42	675.93	476.32	S/FL C	FL355	20 83	3.10 2.20	= -	= }	-	8.30	
_	343.1) 1865.6	내-왕		3 3	#	16.61	11.28	343.68 1881.57	342.78 1878.19	344_14 1099_51	273.86 776.57	SIFL C	FL366 FL375	20 57	1.75	=	! = ;	=		
=	229.2		-	1 4	17	_	122	228.95	223.84	229.84	245.05	S/FL C S/FL P	FL390 FL325	22	8,50	80	1.50			
_	642.90 204.80	+85	5.5 8.3		춝	24.63 14.63	1.29	641.12 285.26	133.53 234.50	639.46 294.44	579.35 264.12	S/FL P	FL330	58 16	5 A	=	=	= 1] = 1	,
	791.6 1	-	1 =	3	42	-	435	20126	506.39	583.71	511.07	SIFL P	FL840:	10	10 B	15	16.50 18.50	_ ;	_	<u>"</u> .
	295.26 663.61	-0.5 +0.2	11.2		ᄶ	13.74	1.50 7.86	207.55 (GL39)	399.52 463.73	384.88 442.72	317.78 572.84	SIFL P	F1.545	47	13.50 16.50	6	18,60 21,60	- = 1		"
	134.2			_	S		639	65.A7	623.37	125.35	522.46	SIFL P	F1.355i F1.590	250 5	20.50 53.50	=	[= [= 1	8
	Index	Day	S Day	5 D	제	April	April	April	April 16	April 15	Year	2/5 C	\$115 \$125	Ξ.	= :	5	7.30	= 1	=	\$125,87
1	No. 1294.9		1299.		*	19 1299.7	18	17		15 1200.5	200	215 C	\$150	5	3.70	5 1	5.20			7,
'	1474		126774	1447	-	143757	134331	1	1270.0	14843				Ju			let.	. Ja	,	1
~	eT.		ı	A		GE GRE			Mag. (FI	Year	ABN C ABN P	FL420; FL420;	59	15,40 9,50 B	124 34 3	25 A 18.70	14	21	F).438
K.	ST		ı		1 . !	PTION	TELES	' ['	2	15		AEGN C	FL180 FI,170	210 142	4.80 6.90	7	5.60	=	_ i	FI.179.50
Τ.	. 1	- 1		<u> </u>	=	<u> </u>			- 			AH 유	F1.230	72	6.90	10	18.50 7.50	_ = {	_ i	F1.928,50
	M 1		뿛				7005i		28.AL	30.44	19.25	AKZO C	FL190	1171	3.40 0.90	380 151	3.10 A	, 25		F1.115,70
	9	<u>ا</u> ب	- -	2 G			years		19.12 19.12		38.35 9.86	AMRO C	F1.80	100	1.60	77	2.70 4.50	5	3,50 A	F1.78.80
┰	一.			4 1		5	years		1124	11.28	30.06	AMRO P GIST C	FL75! Fl.180	40	9.50	10	18	70	12,50	P1.185,60
	.42 ·	-	3,69	5 C	ipes.	: 15 25				16.82	18.81 18.28	GIST P HEIN C	FL180 FL160	35 41	4,40 2,80	20	5	= 1	= 1	F1.184.80
12	129	-	5.01		.	. 5			1131	11.22	13.97	HEIN P HOOG C	F1.160	27 144	7.50	70	4,40	4	6,30	F1.69.90
130		- [3.85	됩다	7	15	years		18.95	19.57	19.97 19.31	HOOG P	F1.60	386 1018	3.60 3.30	10 64 64	4.50 5.10	80	_ 1	F1.59.20
15		- 1	1.62	10 k	edie	- 1865 - 1865		t	3.97	3.55	9.80	KLM C	FI. 55	291 .	1.50	2	2.30	-	- !	10
121	123	= 4	434	n		٠.	5 years.		13.91	11.94	11.07	NEDL C	FL180 FL170		3.70 9.80	5	11,50	<u> </u>	_ i	F1.177,50
134	134	<u>- 1</u>	326	1314			15 years. 25 years.		11.66	뿗	11.66	NATH C NATH P	F1.170 F1.70 F1.65	191 311	1.00 1	34 13	3	57	4 1	F1.66.60
7	.6		230	TAIR.			د سرب	_	12.66	1244	11.6	PETRC	Fr7,000	4	160	22 :	290.	:	- F	Fr. 6,780
_	_	COVERN	MENT I		_	ED STO	CIC					PETR P PHIL C	Fr.6,500		1,20	409	250 2.60	74	3.60	FI. 67.30
~	_							· 1		201	 1	PHIL P RD S	FL55	251 211	1,30 3,30 6,50	88 124	6.20	- 1	<u> </u>	FL,203,40
114		-	18	15		Party.	5%. 10%.		썙	3.0	336	ROBE C	F1.200 F1.75	269 20	6,50	18	1,80	21 21	IR AD I	FL 71.20
_			طــــــــــــــــــــــــــــــــــــ								 -	ROBE P	F1.70	20 31	0.90 4.20	24	8	52	I	1.345.20
	7	ة الله دي أعدال ع	usuurii Es Hou	e, Car	اللا مر 1 الاترار	r parish Street. L	ed in Sap andes, E		CANAL Large	or constitu LSa. tw :	ecritis is	UNIL P	F1.540:	24	7.50	10	9.50	- 1	<u>-</u> 1	71
							ed and n					TOTAL VOL	UME IN C	ONTRA	CTS: 21	,825				. []
	.* :	•	•			•			•	٠. ٠	. 1		A=A	jk	8=명년	C=0	. المح	P=Put		
											ŀ	والمستوالية المالية		_				_		' لــــــــــــــــــــــــــــــــــــ

RECENT ISSUES

EQUITIES

•	AU II UA	_										_
	2.4 to 512.8.	Price	And up Latest Serune.	19	<u>85</u>	- Brook	Glosing	+ or	# > = = = = = = = = = = = = = = = = = =	200	78	<u>.</u>
	Financials were similarly sub-	= ≥	Paid Paid Register	High	Low		용호	-	ZQ	COVER	ڄَجَة ا	C.
	dued, although Rand Mines Properties attracted renewed Cape support to close with a 25 gain at 775p. UK-domiciled stocks showed Rio Tinto-Zinc down 8 more at 614p—its fifth successive decline—still reflecting the disappointing preliminary results announced last Wednesday. Leading Australians gave ground at the outset but staged a minor rally during the afternoon to close with minimal losses on balance. Golds, however, attracted sustained buying interest, reflecting a good performance by the sector in Aus-	\$125 \$125 \$82 \$195 \$129 \$129 \$129 \$129 \$129 \$129 \$129 \$120 \$175 \$110 \$175 \$110 \$175 \$130	7.9. 9.5 F.P. 9.54 F.P. 17.5 F.P. 13.4 F.P. 15.5 F.P. 15.5 F.P. 15.5 F.P. 164 F.P. 165 F.P. 165	178 178 178 225 115 842 200 862 210 178 44 107 730 914 1176 145	154 168 170 100 100 100 105 105 105 108 118 108 118 108 108 108 108 108 108	EARPAN COM. Sp. FASSOC. Steel DISCEL FETS 109 FEGGTORD (William)5p Blagden Inds. FCTOWN Int'LProd 10p Jorman Email. Writs. FHOWARD GROUP 5p. FLaidlew Thorson. Wann 20p	173 168 78 173 173 187 187 180 168 190 115 76 41 78 87 882 90 108	2 22 1	12,5 18,0 595,6 7,8 592,1	200000000000000000000000000000000000000	2.2 6.7 2.9 3.2 3.2 4.1 4.1 4.0	11,000 - 18,000 - 11,
•	tralia overnight and favourable Press comment. Australian Con- solidated Minerals were heavily	FIX	ED IN	ITE	RES	T STOCKS						
-	ahead in London to close 7 firmer											

FIXED INTEREST STOCKS

Issue price		Latest Renuno. date	19 High	B6 Low	Stock	Otosing price £	+ 04
4100 —	F.P.	j — !	13 ¹ 4 1005 1001 ₂ 97 111	25 12 993 100 93	Felixstowe Dook Prf. Units 1	51% 13% 100% 100% 97	+ 1g

First Last Last For Deal- Deal- Declara- Settle-ings ings tion ment Apr 22 May 3 July 25 Aug 3 May 7 May 17 Aug 8 Aug 19 May 20 June 7 Aug 29 Sept 9 For rate indications see end of Share Information Service RIGHTS OFFERS

at a 1985 high of 54p. Sons of Gwalla were particularly favoured and jumped 8 more to

112p following news of the maiden dividend, an interim of 7.5 cents. Lacklustre conditions in Lon-

don equities were mirrored in Traded Options. Total contracts struck amounted to only 5,064 comprising 3,975 calls and 1,089

Share Information Service
Money was given for the call
of Osceola, Westland, Southern
Resources, Polly Peck, Sangers,
Consolidated Gold Fields, Bristol

Resources, Stonehill, Ryan Hotels, B. Elliott, Vosper and Premier Oil. No puts were reported, but a double was struck in Sekers International.

RISES AND FALLS

								_
	jseue price	mount Rid up	Latest Renunc.	196		Stock	Closing	+ 01
ı		₹₫		, High	Low		₽#	<u>L</u> .
	82	Nii	31/5	22pm	14pm	Aaronson Bros, 10p	22 pm	+1
i	60	Nii	14:6	23pm	11 nm	RRA."	25om	!
1	150	F.P.	14/6	372pm		Barolays Cl	353	
.	142	Nil	7.6	225m	15pm	Hiterkeley Group	18am	(—1
1		F.P.		245	193	Bespak 10p	257	
		F.P.	17/5	288	238	Bullough 20p	263	 2
	38	F.P.		60	4412	FKI Electricals 10p	50	
	245	F.P.	31/5	325	50Ö	Fig014	307	[—1
		F.P.		273		Glass Glover Sp		1
	102	Nil		18	18	Grampian Hidgs	15pm	[.
		F.P.	4:6	i 76	65	Vackson Expin. I	65	
	285	NH	i —	31	. 31	Lasmo	31pm	i
i	66	F.P.	15/5	7012	69	Mitchell Cotte	7012	J
	185	F.P.	14,6	210		Morgan Crucible		+4
	491r.		1	10pm	10pm	7 70 iver Prospecting	10pm	
	7	F.P.	10/5	17	14	Ryan Intl. Sp	16	+ 12
	375	Rii		40	40	Scapa	40pm	
	ii	Nii	4/6	Jepm	12DM	Second Market Inv. 5p	le pra	!
	190	F.P.	31/5	208	1951 ₂	STC	206	+2
į	158	F.P.	14/6	182		United Biscuits		
1	240	F.P.	13/5	268		Watmoughs		!
	820 '	Nel	23/5] 105pm	: 83pm	Wolstenholme Rink	85pm	+2

Renunciation date usually test day for dealing free of stamp duty. It Figures based on prospectus estimates, of Dividend rate paid or psysble on part of capital, cower based on dividend on full capital. If Assumed dividend end yield, is forecast dividend cover based on previous year's semings. Fibridend and yield based on prospectus or other official estimates for 1986. It Dividend and yield based on prospectus or other official estimates for 1986. It Dividend and yield based on prospectus or other official estimates for 1986. It Dividend and yield based on prospectus or other official estimates for 1986. It Dividend and yield based on prospectus or other official estimates for 1986. It Dividend or ordinary shares as a "rights." "Issued by trader, if Office bolders of ordinary shares as a "rights." "Issued by way of capitafiastica. It Releases as a "rights." "Issued by way of capitafiastica. It Releases as a "rights." It programment to compare the compared of capitafiastica. It Dividend Listing. It Dealt in under Rule 536(3). It Comprising 100 Pri, and one Pt., ahara, or Figures or report swelted. It Units comprising 5 Ord., 1 Warrant and E2.60 sominal of coov. stock.

NEW HIGHS AND LOWS FOR 1985

NEW HIGHS (105) BUTISH FUNDS (11)

NEW LOWS (49)

FOREIGN BONDS (1)

LONDON TRADED OPTIONS

ŧ		C	ALLS	_	_	PUTS		ì		<u> </u>	ALLS			PUTS	
Option	n	Apr.	Jly.	Oct.	Apr.	Jly.	Oct	Option	·	May	Aug.	Nov.	May	Aug.	Nov
8.P. (*550)	460 500 550 600	92 52 5	110 75 28 13	117 82 47 27	1 1 9 68	4 ? 23 58	7 14 28 63	imperial Gp. (*187)	180 200 220	51 13 6 2	58 20 13 8	27 19 11	14 5 17 36	2 9 20 37	19 26 41
Cons. Gold (*864)		107 65 18	120 82 52 25	132 100 67 38	Dì2 114 4		17 17 37 57	LASMO (*315)	293 323 353 353 383	35 16 8 8	45 32 20 8	53 40 28 17	18 40 68	23 45 70	13 28 52 75
Courtaulds (*140)	110 120 130 140	21 21 11	58 28 19 15	=	0½ 0½ 1	2 3 5 7] <u>=</u>	(*178)	160 180 200	19 6 2	25 13 61 ₂	29 17	2 7 25	512 11 21	15
Com. Union	1 160	1 50	6 : 6B	12 69 51	20	1 22	24 	P. & O. (*851)	350 360 390 420	54 58 14 5	42 25 12 5	50 33 —	4 20 43 72	25 45 73	14 32 —
(*294) G.E.C.	180 200 220 220 240	40 20 3 -	49 35 24 16	39 28 20	2 ° ° ° ° ° ° ° ° ° ° ° ° ° ° ° ° ° °	15	10 19 29	Racal (*200)	180 200 220 240 260	25 12 3 1	36 20 12 6	28 18	2 9 24 42 62	12 26 42 62	7 15 30
(*190)	200 220 240	112 019 019	15 7 3	18 10	18 52 52	17 32 52	20 34	RT.Z. (*614)	600 650 700	30 8 8 3	47 25 13	64 40 25	13 48 97	82 57 97	30 54 100
Grand Met. (*286)	290 300 330	10 11 ₂ 01 ₂	25 17 6	28 20 10	15 45	20 48	10 23 50	Vaal Reefs (*\$104)	90 100 110	251g 161g 934 4	271 ₂ 19 151 ₂ 71 ₂	30 28 161 ₂ 101 ₉	04 134 5	254 512 11 16	41 8 121 171
I.G.I. (*774)	700 750 800 850 900	77 27 2 1 01e	110 72 42 20 8	85 57 32 18	30 80 150	10 32 50 90 157	42 68 100 147	Ex. 10% 1989 (*£96)	90 92 94 95 98	6点 4点 2点 0世	612 468 3 1-6	5 ₁ , 3,5 1 18	04 04 04 04 04 04 04 04 04 04 04 04 04 0	0년 0년 1世 2년	0; 0; 11
Land Sec. (*304)	280 300 330	26 6	\$6 80	38 97 11	27	10 33	13 35	Opti	On On	June	Bept.	Dec.	June	Sept	Dec.
Marks & Sp. (*146)	140	27 17 7	32 23 15	371g 29 21	1 2	8 4 7	5 5 10	BTR (*677)	660 700 750	57 30 14	77 47 30	90 62 44	10 27 74	20 47 84	25 57 92
Shall Trans.	160 550	14 177	6	10	12	19	1 22	Beecham (*356)	330 360 390	37 15 6	45 25 12	32 17	15 40	20 50	28 55
(=785)	600 650 700 750 800	127 77 27 2 019	145 100 55 25 15	115 73 43	1 1 28 28	4 7 20 42 80	14 25 47 85	Bass (*542)	460 500 550	100 62 25	115 82 40	92 52	2 5 20	10 50	12 57
Traffgar Hae (*338)	275 293	56 46	55		1 1	14	<u> </u>	De Beers (*\$5,40)	420 460 500 650	135 100 63 35	163 120 87 55	138 105 68	13 94 47	20 35 60	58 53 73
	323 353 393	11 ₂ 01 ₂	11	19	17 47	23 50	25 52	GKN ("232)	200 220 220 240	56 39 22 10	64 44 95 16	54 22	2 6 15	5 9 19	13 23
Option		May	Aug.	Nov.	May	AU8.	Nov.	Hanson (*210)	187 200 220 240	28 20 12 5	36 28 19 10	57 27 19	5 14 31	18 19	16 22 35
BAT Inds. (*326)	280 300 330 360 390	55 35 14 4 11 ₂	60 42 30 17	38 25 15	11 ₂ 5 17 47 75	5 12 22 50 80	50 58 57	Jaguar . (*289)	280 500 330 360	24 17 9 2	41 30 19 74	40 25	10 21 45 78	16 28 48 75	350
Barclays (*567)	285 335 385 435	77 30 9	90 43 20 9	57 30 15	6 35 82	3 15 40 87	17 45 90	Tesco (*250)	200 220 240 260	55 35 20 14	45 \$8 20	52 57 26	11 ₂ 2 7 18	4 10 25	6 14 26
Bt , Telecom (*140)	90 100 110 120 130 140	51 41 51 211: 181: 41:	53 43 55 25 27 17	2812 21 15	01g 01g 01g 1 2	012 5 10	- 4 7 12	FT-SE Index (*1297) Apr. 32. Tota	1150 1175 1200 1250 1300	153 128 108 70 56	135 90 64 064. ¢	108 78	5 8 11 25 45 45	24 40 67 Puts 1,	5? 85 089,
	160	1 1	\$ _	B12	2119	2212	2519	•	→ Ur	ıderiyli 	19 260	urity p	rioe.		

THUS

ant ybui af

International Financier	AMERICANS—Cont. 1905 Price + or 50v Yill 1905 Stock E = 60d 25 2274 151, laner Medical Int S1 181, + 14 181, 41 22 2014 154, laner Nat. Res. S1 250 + 14 181, 41 22 2014 154, laner Nat. T. ST. ST. 151, + 151, 41 22 7791 644, laner riset S1 57, 791 644, laner riset S1 644, laner r	LONDON SHARE SERVICE	ENGINEERING Continued Yad 1795 High Law Slack Price Net C'vr Sr's PE 201 -1 40.45 2.7 46.1000 111 55 Bare India 200 163.65 7.6 4	1985 HGTELS—Continued Twi Twi Help Low Stock Price Help Help Continued Help
DAIWA SECURITIES	170 250 WArdTecki 460 3.5 182 18 184 185 18 184 185	BEERS, WINES—Cont. 1985 High Law Stock Price - Not Cru Pri Price - 1985 1985 Law Stock Price - Not Cru Pri Price - Not Cru Pri Price - Not Cru Pri Pri Pri Not Cru Pri Pri Pri Not Cru Pri	173, 15 Berean (17)-7.52 18-72-73 123-1.19 5.5 6.8 92 18-72-74 (0.142-8) 122-1.19 5.5 6.8 18-72-74 (0.142-8) 122-1.19 5.5 6.8 18-72-74 (0.142-8) 122-1.19 5.5 6.8 18-72-74 (1.151-8) 13.5 12-1.19 13.5 13.5 12-1.19 13.5 13.5 12-1.19 13.5 13.5 12-1.19 13.5 13.5 12-1.19 13.5 13.5 12-1.19 13.5 13.5 12-1.19 13.5 13.5 12-1.19 13.5 13.5 12-1.19 13.5 13.5 12-1.19 13.5 13.5 12-1.19 13.5 13.5 12-1.19 13.5 13.5 12-1.19 13.5 13.5 12-1.19 13.5 13.5 12-1.19 13.5 13.5 12-1.19 13.5 13.5 12-1.19 13.5 13.5 12-1.19 13.5 13.5 13.5 12-1.19 13.5 13.5 13.5 13.5 13.5 13.5 13.5 13.5	137 139 AGA AG 404 100 238 43 100 14 136 238 125 255 255 1458 140 100 100 100 100 100 100 100 100 100
BRITISH FUNDS 1985 Frice + or Yadd		202 180 Aberdeen Corst.	21 61 40 Brasway 10s 55 m1.33 28 35 13.5 m1.33 132 135 13.5 m1.33 132 110 Brts. Steam 20s 12s m1.33 28 35 13.5 m1.33 132 110 Brts. Steam 20s 12s m1.32 1.8 5.9 12.5 49 12s 12s 12s 10s Brass Eng. 10s 12s 12s 12s 12s 12s 12s 12s 12s 12s 12	53 50 Abber 55 43 Lapartoyle Hitts: 80 43 -1 45.0 3.0 2.2 2.1 0 330 340 1 55.0 2.2 2.1 0 35.0 1 55.0 2.2 2.1 0 55.0 2.2 2.1 0 55.0 2.2 2.1 0 55.0 2.2 2.1 0 55.0 2.2 2.1 0 55.0 2.2 2.1 0 55.0 2.2 2.1 0 55.0 2.2 2.1 0 55.0 2.2 2.1 0 55.0 2.2 2.1 0 55.0 2.2 2.2 2.1 0 55.0 2.2 2.2 2.1 0 55.0 2.2 2.2 2.1 0 55.0 2.2 2.2 2.1 0 55.0 2.2 2.2 2.2 2.2 2.2 2.2 2.2 2.2 2.2 2
9812 974 1782 84 57 57 58 58 58 58 58 58	384 74 Chemical New York 313 52.36 50 50 50 50 50 50 50 5	90 66 Serrati Ben 10p 76mi 752 11 143 93 77 87 87 87 87 87 87 87 87 87 87 87 87	162 102 Berges Protects 160ml a20 9.6 18 28.4 18	210 Bi Inspirator (A & P) No. 222 +1 q457
91% \$74\text{Each} 2\text{pic} 1966 \qquad \qquad \qquad \qquad \qquad \qquad \qquad \qqqq\qqqq\qqqq\qqqq\qqqq\qqqq\qqqq\q	344 20 Califore Sher 90.1 287.4	130 88 & EA 135 130 88 & EA 130 88 87 & Do. W 83 & H1 122 20 20 20 20 20 20	12	138 109 Anthry & Mandery 20 128 42 500 58 23 7.9
98% at + 10.65 11.	234 174 Feet Chicago 55. 170 122 Feet Carpon 629 c. 170 122 Feet Carpon 629 c. 180 123 Feet Carpon 629 c. 180	22 25 Copon (F) 5p. 32 15 20 6.7 92 81 65 String Group 20c 81 +1 10.02 8.0 1.3 14. 380 334 Costan Group 364 +2 113 5 26 5.3 8.7 82 92 40 Samm 20p 59	9 67 50 Drs.& Net. **10p	10 53-Barder 108 109 1
83 79 Ireas Set 1966-89 83 6.02 9.77 107-1 108-4 Free 13pt 1990t 1064-1-1 12.16 11.09 1934 1934 Each 116: 1990t 1990 1053-1-1 11.09 11.20 1084 1004 Each 12/3c 1990 1053-1-1 11.09 11.20 Five to Fifteen 924 874 Ireas 86ac 1967-00t 95ac+1 10.53 11.23 1084 9774 1913 1060 1990 95ac+1 10.53 11.23 10854 9774 1708 11.3c 1991 10854 11.53 11.53 11.53 834 86 Frandes Sec 27-7111 83 +4 6.95 9.63	441 25 Hospital Corp Am St 32 21 4 5 21 12 12 12 12 12 12	92 83 Da. W 100 90 12.64 31 42 11.1 158 114 Maring & Gillow 1.14 1 421 0.5 1.9 1 420 0.5 1.9 1 420 0.5 1.9 1 420 0.5 1.9 1 420 0.5 1.9 1 420 0.5 1.9 1 420 0.5 1.9 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0	53 27 Firth (6, M.) 10p. 53 10,33 9.8 0.9 32.6 27 21 Follows vi 5p. 27 +112 13 \$\phi\$ 7.1 \$\phi\$ 28 84 IGE1 (sold 20p. 90 +1 1532 0.9 8.4 120.2) 28 164 Cybrusel in. 29 42 -1 3.0 2.9 7.1 5.9 208 164 Cybrusel in. 204 -1 9.25 1.9 6.7 11.1 6.7 12.1 6.5 12.0 6.5 (9.0) 28 19 Greetbank Int'l 10p. 250s. 21 \$\phi\$ 6.5 (9.0) 28 232 -5 153 29 klabit Precision 50. 54 15 2.6 4.0 12.0 6.5 (9.0) 5 154 131 klab Ern. Sto. 154 at 7.61 2.1 7.1 7.9 1.5 154 13.1 klab Ern. Sto. 154 at 7.61 2.1 7.1 7.9	116 102 Servicets 102 ered 83 6.6 68 7.3
110 101 102 103 104 105 105 107 105	20 16 16 16 16 17 18 18 18 18 18 18 18	131 112 De. Roedus, G3-08 6127 Q1079 - 77.9 - 81 Arcsinating 74 74 74 74 74 74 74 7	7 163 155 Hallie Stap. 29 42 1800.52 3.6 4.0 9.6 171 56 40.6 8.0 10.5 59 29 42 1800.52 3.6 4.0 9.6 171 58 1818 5.0 18.0 18.0 18.0 18.0 19.6 18.0 18.0 18.0 18.0 18.0 18.0 18.0 18.0	122 124 Bheatch-Perm. 128 7.0 1.3 7.8 13.9 124 82 Bodycore int'] 112-st 45 6.7 6 127 18 Bodycor int'] 112-st 45 6.7 6 128 223 Bodycore int'] 222 9.11 6.1 3.9 6.0 252 272 Body History Stp. 280 14.5 1.8 7.4 9.1 253 272 Body History Stp. 280 14.5 1.8 7.4 9.1 201 162 Body History Stp. 280 14.5 1.8 7.4 9.1 201 162 Body History Stp. 280 14.5 1.8 7.4 9.1 201 162 Body History Stp. 270 270 23 4.5 213 215 Body History Stp. 270 28 28 20 4.9 12.1 213 215 Body History Stp. 270 270 28 28 20 4.9 12.1 214 215 215 215 215 215 215 215 215 215 215 215 215 215 215 215 215 215 215 216 226 226 226 226 226 226 226 226 217 218 218 226 226 226 226 226 226 218 218 226 226 226 226 226 226 226 226 218 218 226 226 226 226 226 226 226 226 218 218 226
114-3 1034-Santa 134-35. 1994 112-35. 12-36. 12-36. 113-10-4-5. 12-36. 12-36. 113-10-4-5. 113-10-4-5. 13-36	764 62 HYPEC 75 1 20 20 20 20 20 20 20 20 20 20 20 20 20	524 32 \$\text{karbaye Cop. F100} \$\text{E33} -1 \text{M25.274} \text{ b} 52 \text{ b} 270 227 \$\text{BICC.50s}	19% 11 11 12 12 13 14 15 15 16 17 17 17 18 17 18 17 18 17 18 17 18 18	Second S
744 669_Stelementon 3pt 1966-96 745 4.02 6.12 1174 1084_Stelementon 3pt 1966-96 745 1174 11.64 1100	144 10 Remord 55 109 14 44 3.2 364 259 Recived Intl. \$1 274 1 31.00 2.9 31.40 105 10	220 198 Lipsell (Y. 1)	7 49 40 MS Interval 100 42 0.149 41 0.3 6.0 66 52 Magazines Bronze 67 25 28 53 8.5 7 357 294 Magazines Bronze 67 7 25 28 53 8.5 8 53 8.5 152 129 McKeschale Bros. 143 -1 17.28 1.7 7.4 9.5 0 7.3 57 Magazines 50 73 - 22.27 \$\dagger{q}\$ 4.4 95 67 55 Magazines 50 73 22.77 \$\dagger{q}\$ 4.4 \$\dagger{q}\$ 67 55 Magazines 100 128 1.3 7.7 13.4 6.6 150 126 Magazine 124 4 2 13.4 12.8 12.8 12.8 12.8 12.8 12.8 12.8 12.8	242 163-Surreleser 15n. 191- 0.35 7.3 2.6 5.5
1124 103-Exch 124:cs 1994 110 144 11.23 10.71 10	344 27-31 220-31 23-31	20 14 Miller (Stan) 10p 16	99 85 hterman-Tonics	100 74 Cres Sheerwd. 50 813 0.1 4 0.9 4 6 6 74 Chamb'lan Ph. 10p 81 1.6 2.7 6.3 6.8 17 12 4 4 6 6 6 6 6 6 6 6
1239 116- Ireas. 134pc 2000-03. 1235 4-4 11.43 10.97 10.04 1011- Ireas. 134pc 2001-04. 1072 10.82 10.67 50 44-4 10.87 10.82 10.67 10.82 10.67 10.82 10.67 10.82 10.67 10.82 10.67 10.82 10.67 10.82 10.67 10.82 10.67 10.82 10.67 10.82 10.67 10.82 10.67 10.82 10.67 10.68	394 31547Woodwarth 5352	92 63 (#Rantos 65 al 6.25 1.8 11.5 5.8 177 157 (#10.5 5.9 0.9 22.29) 254 (#Rantos 279 6.1 15.7 15.7 15.7 15.7 15.7 15.7 15.7 15	5 145 103 Razzillis (G.B.) 134 3.5 \$ 3.7 \$ 17 80-17 Republic (G.B.) 156 8	37 25 Contibues Tech 10p 25 68 42 FConstitutes Sq. 68 42 FConstitutes Sq. 68 42 FConstitutes Sq. 68 42 1.4 2.1 7.4 17.65 29 20 Cont. Statister's 10p 27 1.4 2.1 7.4 17.65 36 Cont. Statister's 10p 27 1.4 2.1 7.4 17.65 37 460 Cont. Statister's 10p 1.82 1.4 1.2 3.7 1.4 1.8 370 56 Cont. 58 -1.9 0.75 3.0 1.8 25.0 370 56 Cont. 58 -1.9 0.75 3.0 1.8 25.0 370 40 36 Cont. (6. ft. 10p 37 1.4 7.7 13.3 370 171 181 172 172 173 173 173 174 175 1.3 1.4 370 Cream (J.) 1.7 1.7 1.7 1.7 1.3 370 171 171 172 173 173 173 174 175 1.3 370
1207, 112 Emp. 129c 13-17 10.30 10.21 10.30 10.3	9610 710p 18. Nova Scot. 1	335 300 Smith! (Wal) 325 11.0 0 4.4 0 56 36 Electronic Machine 54 -1 0.7 2.1 1.9 30.5 1.5 4.5 1.5 1.5 4.5 1.5	10	96 80 Cress Nichol 100 96 3.75 3.30 5.6 8.5 6.5 420 OPCE 50 965 23.0 1.8 0.9 35.7 503 470 Dalgery £1 470 5 24.0 1.8 7.5 9.6 190 150 Dames & Wanna 168 10.0 2.9 8.5 5.8 995 787 Oc La Roe 866 125.0 2.1 4.2 (3.3 3.1 2.8 Delawy £7 100 3.0 42.2 1.8 10.5 7.2 42 30 Damend St. 100 32 0.55 2.0 6.5 10.2 286 195 Diplome Sp 220 5.5 2.0 1.2 1.4 10.5 10.2 286 195 Diplome Far 1.0 1.2 0.55 2.0 6.5 10.2 286 195 Diplome Far 1.0 1.2 0.55 2.0 6.5 10.2 286 195 Diplome Far 1.0 1.2 0.55 2.0 6.5 10.2 286 195 Diplome Far 1.0 1.2 0.55 2.0 6.5 10.2 286 195 Diplome Far 1.0 1.2 0.55 2.0 6.5 10.2 10.5 10.2 10.5 10.2 10.5 10.2 10.5 10.2 10.5 10.2 10.5 10.2 10.5 10.2 10.5 10.2 10.5 10.2 10.5 10.2 10.5 10.2 10.5 10.2 10.5 10.2 10.5 10.2 10.5 10.2 10.5 10.2 10.5 10.2 10.5 10.5 10.2 10.5 10.5 10.5 10.5 10.5 10.5 10.5 10.5
Index- -linked	450 Z50 Which Eagle	137 138 139 138 139 138 130 130 131 130	2- 76 60 ling Abraines 100 67 18, 23 7.5 8.4 7 500 450 lingsen bello 538 6- 6- 6- 6- 6- 6- 6- 6- 6- 6- 6- 6- 6-	83 75 Doen Hidgs, 10a 78 4.95 1.6 9.1 9.7 83 97 74 Street Stree
Prospective real redemption rate on projected Willation of (1) 10% and (2) 5%. Oh Figures in parentheses show RPI base moreh for indexing, is 8 months prior to issue. RPI for August 1984: 354.8 and for March, 1985: 366.1. INT. BANK AND O'SEAS GOVT STERLING ISSUES	1356 650 Weens Resil 979 +2 + 154 13 Wite Algem 144 -1 555 - 22 215 164 Riggs Bi. Can II 165 1250 - 6.9	CHEMICALS, PLASTICS 100 PRINTERN 10p 256 +10 151 31 32 42 42 42 42 43 44 43 44 43 44 43 44 43 44 43 44 43 44 43 44 43 44 43 44 44 44 45 44 45 44 45	19 9 Meets Assoc.10p 15 2.2 3.8 13.9 57 59 Meet Corn Pri 53 1 2.5 6.9 6 54 10 10pc Corn Pri 53 1 2.5 6.0 6.7 100 112 Meetstand 121 15 8.29 2.5 9.7 (8.8) 100 102 Meetstand 121 15 8.29 2.5 7.6 7.9 103 86 Meessne 104 5.5 2.3 7.6 7.9 104 105 6 Meessne 104 5.5 2.3 7.6 7.9 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 105 10	32
SS-Makes Dev Ri 10 and 12009 1214, 1079	BANKS, MP & LEASING	19	510 372 Warray 500 495 11.0 33 32 113	220 157 Equipa 10p 215 +5 11,135 27 145 55 76 Excisue House 78 15, 3.0 27 145 235 228 Esselve AB KSO 50 225 Esselve AB KSO 50 225 Esselve AB KSO 50 23 23 33 32 33 32 10 10 10 10 10 10 10
107 102-102 14-10 18-27 19-27 105 -1 11-27 11-27 12-27 1	240 215 BL.Leumi (UIOCI 230 -10 10.15 6.5 45 495 440 Bank Scottant GI 440 -25 61.55 4 6.1 6 400 333 Barchays CI 258 +3 a16.35 3.3 6.5 6.7 430 390 Brown Shipfey CI 395 8.5 -3.1 16.5 445 Eater Aften CI 546 +5 gel.8d -7.6 7.6 7.6 7.6 7.7 58 Cine Discount Zip 64 -2 3.4 -18.0 9.6	108 62 0s. Dekl. 10s 120 7.0 7 9 340 187 448 185 5 310 125 38 12 348 37 29 40einse Grup 37 22.66 0.8 10.3 17.7 95 57 448 185 1	288 194 As. Brit. Fds. 5p. 288	179 123 Ferrer (J. R.) 136
1009 1009 1009 1009 1001	1044 74 First Mar. Fin. 10p. 95 -1 - - 6.7 32 25 9Frst Parkit Hdy50c. 271 08.33c. 1.9 27.9 22 375 308 Gerrard & National 358 12.0 4.8 - 104 44 Goode 0't Mry.59 95 41.25 1.9 - 17 7 57 Guisness Peat 72 - 1.4 22 2.8 19.5 182 147 Mambros 5 152 -1 5.8 5.5 -	439 990 Lapore inds, 500 022 44 875024 29 15.2 43 324 NEC Corpn Y50. 335 0.04 1.0 0.7 100 100 90 Leph interests 5p 96 0.01 19.4 5 24.2 87 765 ME2 100 Moreast Hidgs. 186 02.7 3.3 21 16.3 36 Mercark (Losts) 260 12.0 2.0 8.6 170 100 Moreast Hidgs. 186 02.7 3.3 21 16.3 36 Mercark (Losts) 260 12.0 2.0 8.6 170 100 Moreast Hidgs. 186 02.7 3.3 21 16.3 36 Moreark (R. H.) 100 2 2 12.0 12.0 12.0 12.0 12.0 12.0 1	186	30 57 Fogarly 90p 30 402 6 7.4 6
COMMONWEALTH & AFRICAN LOANS 801, 771-812 7apc 1988-92	266 23 losspit (Leo) E1 260 45 11.25 - 62 - 186 125 16m 6 Strang 20p 186 18 25 - 65 - 45 175 180 180 182 - 65 - 45 180 180 180 180 180 180 180 180 180 180	133 94 Sing BPD LL200 112 +1 -2 -2 -2 -2 -2 -2 -2 -	21	201 176 Grassite 200 6.4 23 4.5 132 135 136 137 136 137 136 137 136 137 136 137 13
9914 9764 Dn 104049 1735 9845446 10498 1232	139-2 Sible Remark News SASI-5 319 CS1.00 319 139 131 100 Restrictifs (17 Holes - 103 - 1 HA.5 6.0 43 55 00 Warrants - 40 -	20	111-9 125 127	130
9% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6%	SSS 450 Standard Chartel CL 470 et 28.5 15 8.7 7.3 7.70 60 Union Discount CL 7.30 7.3 7.2 15.1 E399 Webls Fargo SS	273 Brit. Hones Strs. 293 +6 6.01 2.7 (2.9) 18.0 199. 135 September 20p. 174 -3 01.4 33 1.3 41.1 197. 290 406 Berton Gous 50p. 270 77.5 2.4 40 1.48 480 300 Scholes (GH1 440 118.0 2.5 5.4 10.7 10.0 406 Berton Gous 50p. 500 +3 16.5 3.4 1.9 21.6 173 10.5 Security Centres. 115 -5 72.3 5.4 2.9 6.8 1.6 (2.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1.0 1	89 76 Mest Trade Sap. 89 42 525 1 8.4 13.0 250 188 Merris Fatt V 100 2558 44 22 0 12 0 5112 643 Matrice Brands \$2 104 525 0 6.5 0 112 82 Reselves 104 526 6.5 0 270 210 Michels (Virsid) 236 525 0 2.4 0 282 70 Michels (Virsid) 236 1.55 2.4 3.0 16.1 291 292 Northern Foods 238 66.0 2.4 1.6 13.5 120 104 Fart Food 10 110 180 10.5 13.3 2.8 13.5 120 104 Fart Food 10 119 13.0 2.4 3.6 15.3 120 105 Frender Go RO.SO. 875 0.086 5.0 0.086 5.3 120 120 120 120 130 13.5 120 120 120 120 130 13.5 120 120 120 120 130 13.5 120 120 120 120 13.5 120 120 120 120 13.5 120 120 120 120 13.5 120 120 120 120 13.5 120 120 120 120 13.5 120 120 120 120 13.5 120 120 120 120 13.5 120 120 120 120 13.5 120 120 120 120 13.5 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 120 1	20 Hebbe hydrome 10p. 80 13.25 2.8 5.8 (7.00) 76 62 1605 hrss. 25.9 77 48 8 -
811 77 B 07 740 AD09 92 B1 3 1 2 0 1 2 4 0 1 1 2 0 1 1 2 0 1 2 1 0 1 1 2 1 2 1 1 2	230 192 Pron. Frances 230 47 10.5 2.3 6.5 9.7 137 122 45th Backers 10s. 125 122 2.6 2.7 127 128 2.6 2.7 128	188 Debestant 250 -1 17.3 24 14.0 293 195 RSynamic Compt to 215 bgd. 21 10 281	340 286 Sanstary (J) 338 +2 183,75 34 1.6 24.5 1 157 142 #Suss Catering 50 153 +2 183,75 34 1.6 24.5 1 80 50 #Salars Foot 10p 52 +2 22 28 6.0 86.7 1 27 19 Semporter 22 - 40 10 16 6.5 13.7 2 100 80 #Salars Foot 10p 24 - 43 1.7 5.6 15.1	227 miter-City 20s
25 22 Chieses 41 or 1878 23 +1 25 22 10 o. 5 or 1912 21 18 25 21 0. 5 or 1912 21 18 18 18 0. 5 or 1913 21 13 13 21 18 18 18 18 18 18 18 18 18 18 18 18 18	189 153 Amed-Lyons	100 100 Feministry 100 155 506 34 51 89 484 395 Thors EMI 480 -11 151.5 20 58 30.5	54 46 Tarener Rut. 20p. 46 5 19.0 2.0 6.2 9.6 259 223 Teston 50 250 250 94.85 4 28 4 268 (175 2002.07 250 97.5 2.1 6.9 8.7 9.7 12 217 177 Unique Sequence 186 -2 7.5 2.1 6.9 8.7 9.7 12 217 101 101 101 101 101 101 101 218 219 210 210 210 210 210 210 219 210 210 210 210 210 210 210 210 210 210	35
1191 1041 10.14 14.20 12.20 1191 14.5 12.43 94		60 42 Southern A	HOTELS AND CATERERS	75 179 Les Group 25 250 193 23 25 25 25 25 25 25 25 25 25 25 25 25 25
Stock Stoc	340	60 685 Great Vangersal 650 -10 116.0 3.3 2.7 15.1 73 77 Witnershift El Sp. 65 -15 13.7 3.3 9.9 13.0 589 GUS A 825 116.0 3.3 2.8 14.6 2.8 2.5 2	13	175 London & Misri 189
y y weeke to lake t				1 36 Marskell (19, 14

Financial Times Tuesday April 23 1985 Aust 4224 19 120 07:91 03 94 28219 ± 43 20 90 15 9 15 9 10 15 15 9 10 15 15 9 10 15 15 9 10 15 15 9 10 15 15 9 15 1 Jib. Cap. 49
Martice Adv. S. Tat. I Meridanian Inc.
Merchanist Tid.
Met Wynd Inc. Tst.
Moorgate Inc. Tst.
Moorgate Inc. Tst.
Moorgate Inc. Tst.
Moorgate Inc. Tst.
Do. B.
Marray Income Tst.
Do. B.
Marray Inch.
Do. B.
Marray Smith Martin
Do. B.
Marray Smith Martin
Do. B.
Marray Visulance Inc.
Marray Visulance 222 WRemon Sie.

43 WS-manula Lapfu. Ni.

54 WS-manula Lapfu. Ni.

55 WS-manula Lapfu. Ni.

50 WS-more Expfu. Ni.

50 WS-more Gustla Ni.

17-yWS-in. Goldrie-bis

5-yWS-miren Pacific.

70 WS-usteen Rus.

5-yWS-miren Verlann Z.

5-yWild Goldrie-bis Ni.

5-yWW-miren Coset ZSc.

9 wWindow Pers Ni.

6-yWW-miren Coset ZSc.

9 wWindow Pers Ni.

6-yWW-miren Coset ZSc.

9 wWindow Pers Ni.

6-yWW-miren Coset ZSc.

9 www.miren Coset ZSc.

9 www.miren Coset ZSc.

9 www.miren Coset ZSc.

9 www.miren Coset ZSc.

15 www.miren Coset ZSc.

16 www.miren Coset ZSc.

17 www.miren Coset ZSc.

18 www.miren Coset ZSc.

28 www.miren Coset ZSc.

28 www.miren Coset ZSc.

28 www.miren Coset ZSc.

29 www.miren Coset ZSc.

29 www.miren Coset ZSc.

20 www.miren Coset ZSc.

29 www.miren Coset ZSc.

20 www.miren Coset ZS AND LEATHER

207 | 165.77

218 | 47.19

219 | 205 | 57.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19

210 | 44.19 115.75 3.4 4.0 99 17.5 3.0 5.0 8.4 13.0 1.6 \$ 6.4 5.75 6 4.0 6 3.00 0.1 5.2 — 5.5 6 7.5 6 14.0 5.3 4.3 4.7 14.0 5.3 4.3 4.7 14.0 5.3 4.3 4.7 14.0 5.3 4.3 4.7 Hospison State 12/26 Hospison Lieuter 12/26 Malaysis Mrs. 10c — VP alsay — Pengkalen 10p — Petalon Skil — Sangel Bes Skil — Trajong 15p — Vicephale R Ta Skil — Trajong 15p — R Skil — Trajong 15p — Vicephale R Ta Skil — Trajong 15p — Vicephale R Trajong 15p — TEXTILES | Section | Column | 475 | 420 | Privins, Cros. £1 | 433 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 | 435 consequences and accounts and, where possible, are aptival on hatey annual reports and accounts and, where possible, are aptival on hatey figures. PIEs are calculated on "net" distribution brinks, curnings per starte being compand on prifts after transilion and surelivered ACT. Where applicable, bruchted figures indicate 100 per cent or more difference if calculated on "nit" distribution. Covers are hased on "manajouse" distributions, companies gross divisiond coots to profix after transions, exchange exceptional profits/forces but including estimated extract of distributions. Cover some and allow for wines of extracted distributions and rights.

"Tap Stacic".

"High and Lone marked thus have been adjusted to ACT of 30 per cent and allow for rights interes for casts.

Interim since increased for resumed.

Interim since reduced, passed or deferred.

"Tap-free to pone-excitents on application.

Figures or report modified.

Interim since reduced, passed or deferred.

"Tap-free to pone-excitents on application.

Figures or report modified.

Interim since reduced, passed or deferred.

"Tap-free to pone-excitents on application.

Figures or report modified.

Fire at time of suppression.

Indicated divident after pending sorty analter rights lease: cover relates to previous dividend or forecast.

But the sort of the proprietation is progress.

More previous dividend cover on elemings updated by latest houring statement.

Forecast dividend; cover on elemings updated by latest houring statement.

Cover doors not sides for stances which may also rank for dividend as a better date. No PTE ratio stantly provided.

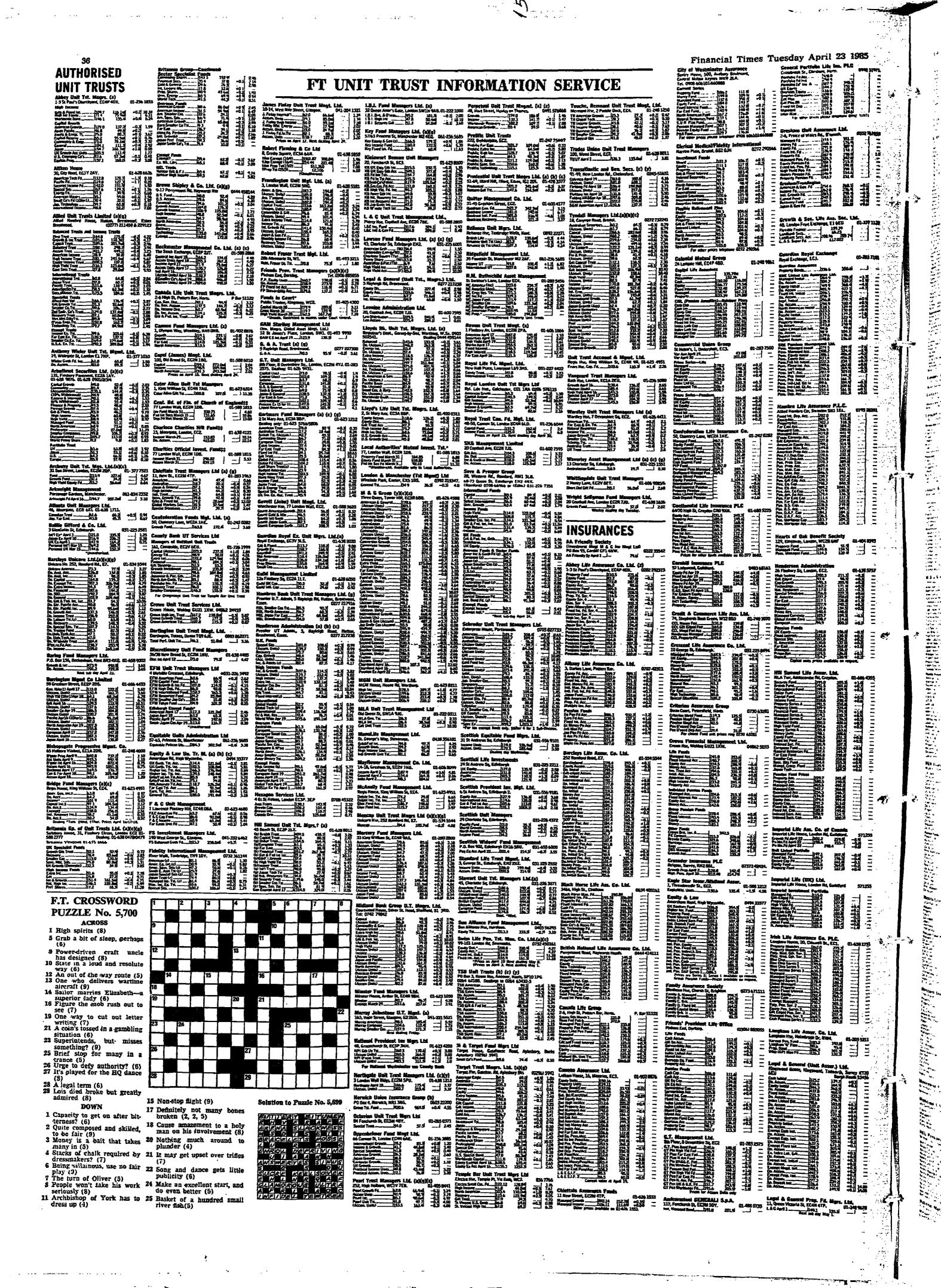
But the state of prospectus or other offered coverings indicated.

Forecast dividend cover on elemings updated by latest houring statement. The state stanting provision states and president an | PLANTATIONS | 1985 | 1985 | Stock | Price | - | Stock | - | | 125 | 125 | 126 | 126 | 127 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 | 128 Teas

C109 | 940 | Assam Deares E1 | 940 |
C19 | C1-04 | Inverie Crp. C1 | 5174 |
S10 | S2-04 | Inverie Crp. C1 | 5174 |
S10 | S2-04 | Inverie Crp. C1 | 5174 |
S15 | T30 | Moran E1 | 500 |
S15 | T30 | Moran E1 | 500 |
S15 | T30 | Moran E1 | 500 |
S16 | S36 | S77 | Pacutation & Gen Invs. S85 | 500 |
S17 | S18 | S18 | S18 | S18 | S18 |
S18 | S18 | S18 | S18 | S18 | S18 |
S18 | S18 | S18 | S18 | S18 | S18 |
S18 | S18 | S18 | S18 | S18 | S18 | S18 |
S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 |
S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 |
S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 |
S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | S18 | 60 17 0.9 30.0 44 24 55.75 45 33 6.4% 7.5 6.2 912.0 \$ 21 5.0 31 23 20.0 3.9 5.8 | Central Rand | Cent | Contracts | Cont 177 Univer Re
277 Univer Re
278 Univer ...
38 Victors ...
39 Victors ...
40 Preparty
28 Brit Land ...
29 Land Secs ...
40 Peachey ...
40 Samuel Preps.
45 Samuel Preps.
45 Samuel Preps.
46 Brit Petroleum ...
46 Brit Petroleum ...
47 Presider ...
48 Brit Petroleum ...
48 Brit Petroleum ...
49 Brit Petroleum ...
49 Brit Petroleum ...
40 Brit Petroleum ...
41 Presider ...
51 Presider ...
52 Brit ...
53 Brit ...
54 Brit ...
55 Brit ...
56 Brit ...
57 Presider ...
58 Brit ...
58 Brit ...
58 Brit ...
59 Brit ...
50 Brit ...
51 Brit ...
52 Brit ...
53 Brit ...
54 Brit ...
55 Brit ...
56 Brit ...
57 Brit ...
57 Brit ...
58 Brit ...
58 Brit ...
59 Brit ...
50 Brit ...
51 Brit ...
51 Brit ...
52 Brit ...
53 Brit ...
54 Brit ...
55 Brit ...
56 Brit ...
57 Brit ...
57 Brit ...
58 Brit 546 428 428 486 946 629 45 788 05902 0 55 0402 0 61 02002 x 14.8 01356 17 67.1 0502 0 15 10606 18 37 | 150 | Paless 750c | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 170 | 17

...

100 mm 10



المكذا من المعل

Financial Times Tuesday April 23 1985

INSURANCE, OVERSEAS & MONEY FUNDS +0.75 Murray, Johnstone (Inv. Adviser) Balls (First January), 78.7
Seculifich Life investments 1993 Andrew Searce, Edinburgh, 793 Angreen, 1993 (1994), 1994 (199 | Control | Cont | 17 | Pricipe St., Syndery 2000, Australia
Fine Arrows Ass., Eq., 183.50 | 1.44 | 5.30 |
Russes Woodstack (Bernstein) | Limited |
POS 1179, Handbox, Bernstein | 301.04 | 309.295 2244 |
Regal Brank of Cantada: Funnits |
REG Inwast Managers Ltd |
PO Sec 20%, St. Peter Port, Georges, int) lecture Fd. | 510.50 | 11.79 | 7.70 |
Regal Brank of Cantada: Funnits | 940.2022 |
Int) lecture Fd. | 510.50 | 11.79 | 7.70 |
Int) lecture Fd. | 510.50 | 11.79 | 7.70 |
Int) lecture Fd. | 510.50 | 11.79 | 7.70 |
Int) lecture Fd. | 510.50 | 11.79 | 7.70 |
Int) lecture Fd. | 510.50 | 11.79 | 7.70 |
Int) lecture Fd. | 510.50 | 11.79 | 7.70 |
Int) lecture Fd. | 510.50 | 11.79 | 7.70 |
Int) lecture Fd. | 510.50 | 11.79 | 7.70 |
Int) lecture Fd. | 510.50 | 11.79 | 7.70 |
Int) lecture Fd. | 510.50 | 11.79 | 7.70 |
Int) lecture Fd. | 510.50 | 11.79 | 7.70 |
Int) lecture Fd. | 510.50 | 11.79 | 7.70 |
Int) lecture Fd. | 510.50 | 11.79 | 7.70 |
Int) lecture Fd. | 510.50 | 11.79 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Royal Locenbeers | 520.71 | 7.70 |
Int) lecture Roya Money Market | April | Proceeding | Process | Pro osa472933 Money Market

ST RIC C C C C

e is om

U.S. wheat farmers try to delay referendum

By Nancy Dunne in Washington

THE U.S. National Association Wheat Associates is backing a Bill to delay a referendum on cuting wheat acreages set by the Department of Agriculture for July 19 to 26.

The referendum, required under a 1938 law which could go into effect in the absence of new farm bill this year, is totally unworkable in today's farm structure, says the Wheat

Under the referendum, wheat farmers who want price sup-ports and other government enefits will have to vote to cut drastically their output to 1.955m bushels of wheat on 54m

Mr John A. Schnittker, a wellknown private consultant, told the House agriculture committee last week that farmers and the food trade should not have to face the threat of this obsolete programme which could go into effect almost 25 years after

Representative Dan Glickman a Kansas Democrat, said the dministration was wrong if it thought the threat of the referendum would pressure Congress into passing their farm bill.

According to Mr Schnittker, the U.S. must cut its loan sup-ports by 10 per cent to give U.S. growers a better chance in export markets. Little can be done to help the 43,000 U.S. farmers who are insolvent or the 50,000 farmers with extreme financial problems, he said.

Even the half million family farms not in serious financial trouble may see the value of their assets decline further in the next few years as past speculative value is squeezed out of land prices, he said.

Meanwhile two senators, Mr Rudy Boschwitz, a Minnesota Republican, and Mr David Boren, an Oklahoma Democrat, have introduced legislation to give farmers transition payments of up to \$63,000 each to assist them until the U.S. export market recovers. While guaranteeing farmers a reasonable income level, the plan calls for a dramatic cut in price supports to help U.S. farm goods become more competitive.

Surplus of poor quality tea hits London prices

BY RICHARD MOONEY, COMMODITIES STAFF

The average price for medium section. grade tea was 190p a kilo, down 20p from last week. This was the 11th successive decline since medium grade reached its 1985 medium grade reached its 1985 declined 10p to 15p a kilo with peak of 300p a kilo on Janu- a number of withdrawals.

Low medium grade tea was also down 20p, at 140p a kilo. There was no quality grade tea

One London trader attributed the decline to the considerable weight of indifferent quality tea on offer, including some North Indians which had been withdrawn from earlier sales because prices were considered too low by the vendors. He said buyers were aware

that heavy crops were expected almost everywhere and were rejuctant to buy moderate quality tea at prices still regarded as high historically.

It was common for there to mum crops, which had often

TEA PRICES at the weekly London auction fell sharply yesterday, reflecting the tone in producer country markets in the last week.

There were 49,220 packages on offer lowered the standard of the at this time of year, he added. There were 49,220 packages greater weight of low medium and plainer teas had depressed prices the company said.

Stocks were adequate at

The Tea Brokers' Association of London said Assams again met a very selective market and

Bangladesh teas also found limited demand and shed 12p to 16p a kilo. Apart from a few bright lines which showed little change, Africans lost 20p to 30p a kilo when they found buyers. Ceylons moved 15p to 25p a kilo lower with limited demand and prices for offshore offerings

with prices 20p to 30p a kilo easier with substantial withdrawals. A continuing gradual decline in tea prices was forecast by London trader Wilson Smithett & Co in a report published before yesterday's auction. The high price of 1984 had led producers to harvest maxi-

prices the company said. Stocks were adequate

present, particularly in the UK where stocks stood at 55.285 tonnes, compared with 47,689 at the same time last

Output this year was running above that of 1984, with production in January and February estimated at 5m kilos higher than last year. World supply seemed adequate to meet demand, although it was unclear how much tea India would retain for domestic needs.

British auction prices decline seasonally in the middle of the year, and until stocks of plainer teas have been absorbed, so the lower trend would probably continue, the report said. However, many producers, concerned over lower prices, are aiming to improve plucking standards and the manufacturing process, which could lead to reduced but better crops.

Copper supply squeeze tightens

COPPER PRICES advanced on yesterday as the "squeeze" on supplies immediately available to the market tightened. The cash price for higher grade copper closed £17 up at £1,186

a tonne, increasing its premium over the three months quota-tion, which gained £14.25 to £1,155.75. Dealers said the market opened on an uncertain note, with three months copper trad-ing at a low of £1,143, but then substantial buying interest in

cash copper emerged, driving the whole market higher. Although the New York market (Comex) opened lower than expected, the easier trend in sterling, coupled with sustained cash buying, pushed the three months price to £1.162 in late afternoon kerb trading. while the cash price rose to a

And I warehouse to a factor of the first in LME warehouse stocks of copper rose last week institute estimating that nonfor the second week running communist world stocks of made little impact, since a small primary zine smelters fell in increase had been articipated.

March to 359,000 tonnes from 388,900 in February. This was,

LONDON METAL EXCHANGE WAREHOUSE STOCKS (Changes during week ending April 19)

(tonnes) --2,750 to 108,650 +2,150 to 90,700 -2,550 to 44,100 -195 to 21,020 +2,400 to 39,650 (ounces) -350,000 to 53,106,000

shipment of some 20,000 tonnes of copper from Europe has been booked to go to China shortly from Liverpool and this is fuelling the recent strong advance in the cash price. The rise in LME warehouse

however, above the March 1984 stocks of 344,000 tonnes, World zinc production is said to have risen to 410,000 tonnes in March from 381,000 in February. Output in March 1984 was 412,600 tonnes.

-2,750 to 108,650
+2,150 to 90,700
-2,550 to 44,100
+168 to 4,518
-2,550 to 44,100
-2,550 to 44,100
-1,550 to 4,518
-1,550 to 108,650
-1,550 to 108,65 warehouses also had little effect on prices. However, the market was encouraged by the latest figures from the International Primary Aluminium Institute issued yesterday, which showed a decline in production in the non-communist world.

Reuter reported from Melbourne that South Korea's Hyundai Corporation will not participate in the Portland aluminium smelter in western Victoria with the state govern-ment and Alcoa of Australia. Victoria's Premier, Mr John Cain, and Alcoa managing director Mr John Deidrich said over Hyundai's

greeted with scepticism

LAST WEEK'S decision by members of the International Coffee Agreement (ICA) not to sell coffee to non-members more cheaply than to members was received with some scepticism by London coffee traders yesterday.

The move was unlikely to make a lasting difference to trading practices, said one dealer. But it would spell economic disaster for some exporters who used inflated prices charged to members under the agreement to subsidise sales to non-members in order to boost foreign exchange earnings.

He attributed yesterday's futures market price rise to rumours that Brazil would soon suspend export registrations and to the fact that prices last week reached a level which, if sustained for 15 days, would result in a cut in total export quotas of 1m bags (60 kilos each). He said the market had become heavily oversold re-cently, largely because of enthusiastic Brazilian selling.
At last week's ICA talks, producers agreed not to accept sales contracts from April 22 for coffee exports to non-members at a price lower than that for coffee with the same specifications sold to a member. Compliance will be moni-tored by a special committee open to members of the Inter-national Coffee Organisation

Thais seek new tapioca pact

executive board.

THAILAND is to negotiate new tapioca export quotas with the EEC before the current export restraint agreement expires in December 1986.

The current agreement puts a two-year ceiling on Thai tapioca exports to the EEC at 10.5m tonnes for 1983 and 1984. The limit is 9.45m tonnes for 1985 and 1986.

Tapioca exported under the quotas is subject to 6 per cent import duty. Any excess has to pay a 25 per cent levy.

Sukit Wanglee, president of the Thai Tapioca Trade Association, said Thailand hoped to obtain higher quotas under a new agreement, but it has not yet been decided how much. Thalland sends 90 per cent of proposed 10 per cent stake in its exports to the EEC. the \$1.15bn smelter had ended.

Gulf grades sessed and Brent hovered around Friday's level in thin trade. Nymex rose 39c in the May position by noon EST. In the petroleum products market gas oil prices firmed alightly, mainly due to strong heating oil prices in New York. Heavy fuel

Arab Light 27.55 27.66: 0.05
Arab Heavy 28.25 26.35 -0.05
Dubai 28.46 26.56 -0.078
Brent Blend 27.76 97.80
W.7.1. (1pm est) 28.88.29.76 +0.55
Forcados (Nigeria) 28.09.28.15 +0.078
Urals. (clf Med) 27.35.87.55 -0.05

PRODUCTS-North West Europe Prompt delivery of (\$ per tonne)

8 U.S.

Turnover: 1,632 (1,143) lots of

The market opened 50p essier in dul trade, reports T. G. Roddick. Prices stesdied on weaker sterling.

Sales: 629 (734) lots of 20 tonnes.

SOYABEAN MEAL

Yest day's + or Business Close — Done

SPOT PRICES

*April

GAS OIL FUTURES

CRUDE OIL-FOB (& per barre

Coffee deal Why Ministry vets are vital

ON THE DAY the Ministry of Agriculture announced the possible reorganisation of Veterinary Investigation Centres into fewer units, I took some dead lambs to our local unit at Winchester—one of the candidates for closure. Its work would be transferred to Tunbridge Wells, 100 miles to the east

This is not a selfish request to stay the execution of my local centre—I would with bad grace motor to Tunbridge Wells or even to Launceston, 130 miles to the west, if necessary. But I hope that neither I nor my successors will have to. For the work of the VICs in protecting animal health is

private veterinary practices, but they are unlikely to have the diagnostic facilities available at the VICs. It is usual for private vets to refer to the Ministry if their experience does not cover a particular problem. Farmers, by the way, are not good customers of the veterinary profession. Most vets depend on work provided by the dogs, cats and horses of modern urban dwellers. There have been profound changes in attitudes to farm

animal health in the past 50 years. I remember asking my first employer in New Zealand if I should get the vet for a cow which was very sick. "Do you know what that would cost boy?" he growled. "Put a boy?" he growled. "Put a bullet through its head and feed it to the dogs." This proved wise counsel. I afterwards learnt

Farmers' Viewpoint: John Cherrington on the threat to close some Veterinary

Investigation Centres about individual deaths or cases of sickness. One old farmer used to say that you could not have livestock without deadstock. The approach is to take precautionary measures against known hazards and undertake mass cures when infection sweeps through concentrations

Many years ago sheep farmers were saddened by unex-plained deaths of lambs at bout one month old. lambs were usually the best in the fields. On being opened up wool balls were found in the stomachs. Obviously while suckling they had pulled the wool off the ewes. They also had softened kidneys. So the disease was called pulpy kidney, or wool balls.

Then it was found that the condition was evered by a virils.

of animals.

negligible. Since then a vaccine has been developed for ewes and pulpy kidney and several allied diseases are controlled fairly effectively.

The lambs I had taken to be

it to the dogs." This proved wise counsel. I afterwards learnt that the cure for that particular problem had not then been found.

Few farmers worry much examined had been part of a but the diseases themselves are flock of about 250 ewes and not caused by it. From my were three or four weeks old. Even though the weather had animals today are far healthler not been kind, the lambs had than they were even just before been growing and had not the war, which must be to appeared to be too bad. But

we had begun picking up one or two a day dead. The first few had shown no symptons few had shown no symptoms while alive, then one or two had looked sick. The vet said there was a good deal of disease called coccidosis about.

This was confirmed by the VIC from postmortems. Within

two days we were able to treat the lambs and they should now be all right. But the point is that the condition could have been due to other causes, a common one would be salmonella. This could not have been diagnosed by eye and experience

I also have a closed herd of pigs. I never buy in a live pig but use artificial insemination to bring in fresh blood. This strategy aims to make it impos-sible to bring in infections. I use antibiotics sparingly in the use antiologics sparingly in the event of a breakdown and then only after the strain of infection has been identified. Here again the VIC has proved invaluable in diagnosing the cause of the problem.

It could be argued that private firms could do this work. In fact much research into animal disease has been by condition was caused by a virus, In fact much research into clostridiae, and we used to animal disease has been by vaccinate all the lambs to prevent it. This worked well and deaths, which could amount to 10 per cent in a flock, became specimens for diagnosis need to be freshly dead.

Some people claim that to-day's mass production systems cause ill-health in animals. It is The lambs I had taken to be numbers helps spread disease, examined had been part of a but the diseases themselves are flock of about 250 ewes and not caused by it.

In negotiating a renewal of

Higher rubber values demanded

BY WILLIAM DULLFORCE IN GENEVA

cover the growing costs of past five years. small producers dominated the The 1979

A DEMAND from South-east in the structural elements" of Asian countries for a rise in the agreement, which has the agreement, the conference the price of natural rubber to stabilised world prices for the also has to deal with proposals

Rubber here yesterday. seen as one of the most success-At the opening session, Mr ful of the commodity schemes Wong Choon of Malaysia, which supplies nearly half world Nations Conference on Trade seen as one of the most success- prices. imperimed the "socio-economic is due to expire in October.

importance "of small producers, who account for the bulk of world output.

On the consumer's side, Mr Choon, while acknowledging that the agreement has succeeded in "correcting" price falls, said yesterday that "ambiguities, rigidities and inconthe EEC view that negotiations should not result in "changes overcome.

ar the growing costs of past five years.

If producers dominated the The 1979 International ment the present method of Conference on Natural Natural Rubber Agreement is using a buffer stock to stabilise Mr Peter Lai of Malaysia, the

executive chairman of the Interexports of natural rubber, and Development (Unctad). It underlined the "socio-economic is due to expire in October. elected chairman of the con-Producers and consumers later held separate caucus meetings to co-ordinate policies and to decide on nominations to an executive The conference could last three weeks.

Tax advantages make Ireland's bloodstock industry a good bet

recent Irish Finance Bill to hole in the regulations, which that industry flourishing. from the nor Fees earned from stallions Irish tax rates.

Fees earned from statutume have been exempt from income tax since the late 1960s, but it tax since the late 1960s, but it minister, proposed in January's budget that relief should apply to horses at stud in the value of thoroughbreds, that the importance of this concession has been fully appreciated. A top stallion can earn over £4m in a season, covering up to 50 mares, and many Irish investors have been looking to horseflesh as a tax efficient vehicle with high risks but high

owners of thoroughbred stal-lions were a measure of how to qualify for the reliefs. This important the bloodstock industry has become to the Irish or carrial gains from an invest-economy, and the importance of ment in a stallion at stud anyeconomy, and the importance of ment in a stallion at stud any-ireland's tax breaks in keeping where in the world were exempt from the normally onerous

ing the services of a particular stallion. The Irish industry argues that many leading foreign owners keep their mares in Ireland because they can benefit from the tax reliefs.

Ireland's lime-rich pastures and mild winters do provide Irish tax rates.

Mr Alan Dukes, the Finance Minister, proposed in January's budget that relief should apply only to horses at stud in Ireland. Industry representatives argued that this was too sweeping a restriction, given the close international network of the top thoroughbred industry.

Owners of mares will often take a share in a stallion as a way of saving on fees of up to way of saving on fees of up to in Ireland.

Peter Blackburn on a blow to Chad's chief export

Cotton setback for poorest nation

CIVIL WAR and drought in we aim to produce 160,000 Chad is pressing shead with a chad's cotton growing southern tonnes next year," Coton three-year CFA 13bm investigation will this year cause a sharp drop in the cotton crop, Chabannes, said.

Coton Chad, in which the country's main export Coton Chad, in which the country's main export Coton Chad, in which Rank Rank Rank

The 1984-85 crop is expected to total about 90,000 tonnes compared with 158,000 tonnes the previous season. Taxes on cotton fibre exports are expected to fall to CFA 2.7bn (\$5.5m) from CFA 5.5bn in 1983-84. However, the State-controlled

Societe Cotoniere Du Chad (Coton Chad), the country's

(Coton Chad), the country of largest company, is optimistic about cotton's prospects about cotton's prospects the sharp fall in output, according to Mr Chabannes.

Security has improved in the ling to Mr Chabannes.

Despite these problems, Coton at least.

region will this year cause a sharp drop in the cotton crop, the country's main export earner, according to industry forecasts.

Cotton normally accounts for 75 per cent of Chad's official export earnings and the poor crop will be a further setback to the world's poorest country which has an annual per capita income of only \$80.

The Cotton Chad, in which France's Compagnie Francaise de Developpement Des Textiles (CFDT) has a 17 per cent interest, aims to expand output to 200,000 tourses by 1990 and restore Chad as francophone Africa's main cotton grower.

Coton Chad, in which France's Compagnie Francaise de Developpement Des Textiles (CFDT) has a 17 per cent interest, aims to expand output to 200,000 tourses by 1990 and restore Chad and the poor crop will be a further setback for the world's poorest country which has an annual per capita income of only \$80. recent successful tour of three important cotton producing pro-vinces in the south which has been virtually sealed off in recent months.

Government

After the tour the President announced that 3,800 rebel codos (commandos) had rallied to the Although the fighting disrupted cotton planting, hervest-

Sank.

Some 25 per cent of investment is being spent on modernising cotton processing factories.

Chabannes strongly denied claims that famine in parts of the south was due to farmers abandoning food crops in favour of more profitable cotton.

"The food shouteness are the "The food shortages are the

result of fighting and drought.
There is plenty of land to grow both food and cotton," he said. Farmers have been increasingly attracted to cotton by favourable producer prices. Cotton is also more drought resistant and requires less fertilisers and pesticides.
However, after this year's

experience Chad fermers will be careful to balance their crops so as to ensure adequate food supplies for subsistence needs.

OTHER MARKETS

JUTE—April/May shipment c and f Dundee BTC \$950, BWC \$945, BTD \$925, BWD \$925; c and f Antwerp BTC \$950, BWC \$945, BTD \$255, BWD \$920; c and f Dundee ex-India April shipment 40 in 10 ez: 227.00, 40 in 7.5 oz £20.18; B Twille £71.56,

SWITHFIELD—Fence per pound, Beef —Scotch killed sides 74.0 to 81.0; English hindquarters 98.0 to 102.0, fore-quarters 46.0 to 50.0. Vest—Dutch hinds and ends 124.0 to 127.0, Lambhinds and ends 124.0 to 127.0, Lambhinds and (new season) 124.0 to 128.0, medium (new season) 120.0 to 128.0; heavy (new season) 118.0 to 128.0; imported: New Zesiend PL (new

WOOL FUTURES

SYDNEY GREASY WOOL—Close (in order: buyer, seller, business). Australian cents per Lr. May 637.0, 680.0, 637.0, July 660.0, 663.0, 680.0, 607.0, Cot 633.0, 688.0, 638.0, 638.0, Mar 644.0,

SUGAR—(FFr per tonne): Aug 1270/ 1275, Oct 1288/1250, Dec 1335/1350, May 1410/1420, May 1455/1478, Aug 1520/1545. COGOA—(FFr per 100 kg): May 2203/2205, July 2200 bid, Sapt 2156/ 2180, Dec 2070/2060, May 2090 ask, May 2065/2100, July 2100 pak,

LONDON MARKETS

COFFEE futures values completed a strong performance yesterday with a late rally

which left nearby positions at or near the day's highs. Sterling's weakness pushed prices higher early in the day pound was seen as the main reason for the coffee market's late strength, which left the July futures quotation £63.50 up on the day at £2,091 a ne, Suggestions that Brazil might soon halt export regis-trations, after a period of keen selling, and that a cut in International Coffee Agreement export quotas might be triggered unless prices rose also encouraged the rise.

COPPER

COPPER		+ or -	p.m. Unofficial	+ or t
High Grde	E	3	£	£
Cash	1150-2 1187 1160-5 1159 3 1166 nated Mo	-4,5 +7 -9,25 -10,5 -7	1166.5-6 1160-2 1157-60	+16,0 +15,0
that in the traded at three mon 52. Cath Karb: Hig £1,153, 5 Grade: Cathree mon 49, 50, 51, £1,152.	6 morning £1,180, the £1,14 indes: The prer Gra 4, 55, sh £1,180 the £1,1 52, Catl Kerb: Hi ,156, 57,	g cas 81, 8 8, 48 aroe: Afte , 81, 59, 5 hodes gher 58,	ih bigher (44, 85, 86, 86, 49, 60 months £1 Three mo irnoon: H 84, 85, 86 8, 60, 61, 1: Three mo Grade: 11 5, 80, 81, 81	786. . 86. . 51. . 152. onths . 88. . 60. onths . 62.

TIN	Otticien		UNDITICIA	η-
High Grde Cash	9265-70 9260-70	-35,0	9250-1	i H
Standard, Cash & months Settlem't.	9265-70 9245-60	-78.0 -36.5	9236.45 9235-6	 -
Straits, E.	229,30 rning: Sta	ndar	d: Cash E	
80, 60, 50, Three mon Standard: £9,220, 90,	60, 55, 9 the £9,235 Cash £9,2 80, 60, 5	50. i, 25. 70, 7! 0, 80	(erb: Stan 30. Alter 5, three m . 55, 50.	da noc ant Ke
Standard: Turnover:			s £9,260,	. :

LEAD

LEAD	a.m. Official	+ or	p.m. Unofficial	+-
Cash 3 months Settlem't	301.6-2	+4.76	304-5 304,5-5	+8. +6.
Lead—N 1.5. After 05. 04.5. months	forning: moon; Th 05, 02, 06, 07, 0	Three ree m 01.5.	months lonths £305 Kerb: Turnover: 20-22 cen	3, O Thre 7,60

TINA

ZING				
ZINC	a.m. Official	+ or	p.m. Unofficial	+-
Cash 3 months Settlem't	688.9	£ 1.76 +-1,0 1,0	£ 696-8 690-2	+2

Zino—High Grade Official / Unofficial prices: Cash am £715-£719, pm £718-£719. Three months am £710-£714, pm £718-£719. Three months £823, \$2, 88, 89. Kerb: Three months £830, \$2, 88, 89. Kerb: Three months £834, \$5, 96. Turnover: \$,275 tonnes. U.S. Prime Western: 45.50-45.75 cents a pound.

MAIN PRICE CHANGES

METALS	Apr. 22 1985	+ or	ago Month
			
Aluminium	£1100		£1100
Free Mkt,	\$1150/170		SI125:145
Copper	1	Į .	["
Cash h Grade	£1188	+17	£1185.5
δ mths	£1 165.76	+14.25	£1206.75
Gold troy oz	\$328,5	+ 1,25	\$315,78
Lead Cash	£304.5	+9	£301,5
ð mtha		+6.5	2310,75
Nicke I	į.	i	1
Free Mkt	242/272c		258/298c
Palladium oz	8111.50	j	S112.30
Platinum oz			
Quicksilvert	8280/290	ļ	\$285/285
Bilver troy oz	499.90p	+4,46	636.35p
ā mths		+4.70	553.55p
Tin cash	£9240	77.6	£9661
3 mths	£9235,6	<u>—63</u>	29676
Tungsten	\$77,70		\$76: 7 0
Wolfram 22 04lb			876/7B
Zi <u>n</u> e	£697		£771
3 mths		+2	€749,76
Producers	\$96D		\$900/948

- 1		Į	QEEDO			
.76	+14.25	£1185.5 £1206.75	Copra Phil Soyabean (U.S.)	\$490w 250.5	1-1	8505 5853
	+ 1,20 +9	\$315,78 £301.5	GRAINS			_
.75	+6.5	£310.75	Barley Fut Sep	1298,75	0.05	C98.40
2c 50	100412437	258/258c 5112.30	Maize Wheat Fut, July No. 2 Hard Wint	£151.00 £122.50	_0.50	£151,0 £1 85,0 £
75	+1	\$268,25	OTHERS	<u> </u>		<u>' </u>
230	*******	2285/285				
Up	+4.40	636.35p	Cocoa Pt. July			2072,
Эþ	+4.70	553.55p	Coffee Ft. July	62091	+63.5	2318,
D _i	-77.6	£9661	Catton A Index	66,05a	+ 0.05!0	57,38c
5,6	—63	29676	Gas Oil May	8228.75	+0.5 !	1230.7
70	-77.6 -60	\$76: 7 0	Rubber (kilo)	65p	-0.25	67p
16		876/78	Sugar (raw)	\$101wz		110
	-2 .	£771	Wooltops 64s			507pklk
		£749,75 \$900/948	‡ Unquoted,			
		I Manni 340	v May. t Per	76-lb fia	ak. c (ents /

² ALUMINIUM NICKEL Alumn m s.m. + or p.m. + or Official --

GOLD

GoGid rose \$1½ to \$328½-\$328½ in quiet trading on the London bullion market yesterday, walting for a new trend to develop in the dollar. There were no new factors, shead of some further U.S. statistics today, with the late aurge in the dollar, show DM 3.00. coming too late to influence London trading. Gold opened at \$3275-\$328, and was fixed at \$328.10 in the morning and \$327.53275, in the strendom, It touched a peak of \$32831\$329½ and a new of \$3274-\$3275. GOLD BULLION (fine ounce) Apr. 22 Diose \$388\4-528\4 (£255\4-256\1)
Opening \$327\4-328 (£254\4-255\4)
N'n'ig fix. \$328.7.75 (£264\4-255)
Aft'n'nfix. \$327.75 (£264.563)

Krigrind - 8368 3381₂
24 Krug. 83744-1743₄
14 Krug. 8369 8912
118 Krug. 83619 37
Maprielest 83361-3383₄
New Sov. 87712 80
1aNew Sov 94712-473₄
Old Sov. 87612-80
820 Eagle 8440 480
Noble Plat 8297-8001₂ (2136-136-12) (£6912-6914) (£2812-291 (£284-284-12) (£8012-61; (£87-37-14) (£6112-63; (£34312-374-14) (£251-233-12)

SILV	ER			
Silver higher for bullion a U.S. cen levels we three-mon 702.25c, and closes	narket y t equiva era: spoi th 666.8 up 5.9c,	livery in esterday lents of 844.10 5c, up The fi	n the at the f. up 4.25	Lond 499.9 fixin 3.95 c; si
SII VEB	Rullion	4		Ī.

per troy fixing Unothe's LME-Turnover: 37 (9) lots of d. Kerb: three on: 2nd ring three untraded,

Apr. 22 + or Month 1985 - ago	Apr. 18 + or Mont 1985 - ago
E1100 £1100 £1100 £1100 £1160/170 S1126/146	Coconut (Phil) \$787.5w \$84 Palm Malayan \$650y \$66 SEEDS
irade£1188 +17 £1185.5 	Copra Phil \$490w
2504.75 + 6.5 £310.75 242/272c 258/258c m c2 5111.50 5112.30	Barley Fut. Sep £98.75 —0.05£98.4 Maize £151.00 — £151. Wheat Fut. July £122.50 —0.50£18& No. 2 Hard Wint. : - :
1 02\$287,75 + 1 \$268,25 rert\$280/290\$285/285 Dy 02499,90p +4,46536,35p 514,15p 44,78553,65p	OTHERS Cocoa Pt. July 21900 +2.5 52072 Coffee Ft. July 82091 +63,5 22318

Apr. 19 Apr. 18 M'th ago Yearago Dow Apr. Apr. Month Year Jones 19 18 ago ago Spot 119,99 119.81 120 | 140.9 Fut. 123.19,128.98 124.5,144,16 (Base: Decamber 31 1974 = 100)

NICKEL	8.m.		p.m. Unofficial	+ or t
pot months	4503-5 4235-40	-1 -80	4323-33 4260-5	/+85,5 -15
hree mo Cash £4, '4,245, 3	-Morning: nths £4,2 300, 10, 5, 40, 10 Turnover:	35. 4 05. (erb:	O. After three m Three m	noon:

E4.245, 38, E4.270. Tu		Three S tonn	moni es.
COCOA	Yesterday's Close	+ or	Busine
	E per tonne		<u> </u>
July	1899 1902 1899 1901	+2.5	1914 16
Deg	1861-1863 1801-1804 1801-1803	+17.0	1908-17
May	1804 1808 1795 1815	+7.5	1804-17
Sales: 2.9	01 (2.922) lo licator price	ts of 1	O tonne
per pound)	. Daily price 2,68); five-di	e for	April 1

COFFEE Following a steady New York close and slightly lower attring the market opened 522 higher, reports Drexel Burnham Lambert. Gains were extended during a quiet atternoon as a firm New York market encouraged a 220-230 COFFEE | Yesterd'ye + or | Business | Done

May 2044 50
July 2090-92
Sept. 2126-28
Nov. 2156-59
Jan 2162-66
March 1140-45
May 2125-35 Sales: 2.376 (2,839) lots of 5 tonnes, ICO indicator prices (U.S. cents per pound) for April 19: Comp. deily 1979 130.15 (129.10); 15-dey average 131.96 (132.21).

POTATOES Old crops fell £2.00 in quiet trading. New crops also came under plessure, as continuing fine weather allows growers to catch up an planting, re-ports Coley and Harper. E per tonne 0.00 | 51.00 | 48.80-47.86 5.00 | 55.00 | 54.95-82.76 0.60 | 70.60 | 69.56-68.86 7.00 | 79.00 | 73.00 73.00 | 94.60 | 93.74-92.76 49.00 53.00 68.60 77.00 93.30

Salas: 203 (729) jots of 40 tonnes.

+59.0:2050-05 +53.5:2098-47 +54.5:2132-90 +60.0:2160-17 +53.5:2165-27 +50.0:2150-20 +45.0 — PIGMEAT

RUBBER PHYSICALS—The London market opened casier, saw little movement throughout the day and closed quiet, reports Lewis and Peat. Closing prices (buyers) spot 65.00p (same); May 65.75p (same); June 66.25p (same), The Kuals Lumpur Job price for RSS No 1 was 190.76 (181.75) cents a kg and for SMR 20 was 191.5 (192.5).

951,9 961.0 953 1,074,8 DOW JONES

INDICES

REUTERS

MOODY'S

FINANCIAL TIMES April19April18,Mth ago Year ago 12.24 |292.17 | 297.72 | 309,36

(Base: July 1 1952 = 100)

Apr. 22 Apr. 19 M'th ago Year ago

1870,5 1868,3 1998,4 2007,5

GR	AINS			
WHEA	T		BA	RLEY
Mnth	Yesterd'y close	* + or -	Yesterdy close	+ or
May	118.50	-0.50		-
uly Sept	122,50 99,50 102,60	+0.65 +0.65	98,75	+0.0
Jan Mar	106,80		105,75 109,06	=
	iness done			

8.50, July 123.10.2.50, Sept 99.50-9.40, Nov 106.60-6.45, Jan 108.30-6.25, Mar 108.50 only, Sales: 1.107 lots of 100 tonnes. Barley: May 115.50-5.70, Sept 98.75 only, Nov 102.30 only, Jan and Mar untraded. Sales: 48 lots of 100 tonnes. LONDON GRAINS-Wheat: U.S. dark

LONDON GRAINS—Wheat U.S. dark northern spring no 1 15 per cant apot 155.60. April/May 146.70, June 148.35, July 145.30 transhipment east coast. U.S. no 2 pet red winter May 143.50, July 131.25. Aug 131.50, Sept 133.25 transhipment east coast. EC French July 118 clf free out south/wast coast. English feed April 123. May 124.50, Sept 107.50, Oct/Dec 105.50 sellers east coast, Maize: U.S. no 3 yellow/French transhipment east coast April 151. Barley: English feed fob April 175.0, May 118, Aug 99, Oct/Dec 108.75 sellers east coast. Rest unquoted.

HGGGA—Locational ex-farm spot prices. Feed barley: Scotland 114.00. The UK monetary coefficient for the wask beginning Monday April 28 (based on HGCA calculationa using four days' sxchang rates) is expected to ramain unchanged.

Prices closed on a weaker note in thin trading conditions, reports CCST Commodities. p. per klio (deadweight) June,.... 103,00 | 105.30 | 105.10-102.80 Aug..... 100,10 | 100,00 | 100,10-86,70 Oct 105,50 | 106.00 | 106.00-105.80 Nov.... 106,00 | 106.40 | 106.00-105.80 Feb.... 99,00 | 98,80 | 88,00-86,60 April,... 99,80 | 99,40

Sales: 49 (187) lots of 50 carcases, 3,250 kg.

Despite actle.down trade buying salling from commission houses pushed all months to new life-of-contract lows, reports C. Czernikow. No. 6 Yest'day's Previous close close

SUGAR

Sales: 1,408 (2,388) lots of 50 tonnes. Tate and Lyla delivery price for granulated basis sugar was £186.00 (£186.50) a tonne for export. International Sugar Agreement (U.S. cents per pound tob and stowed Carlabean porta), Prices for April 19: Daily price 3.29 (3.32); 15-day average 3.59 (3.61).

LONDON DAILY PRICE—Rew Eugar \$101.00 (£78.50), down \$1.00. (down 500) a tonne for April-May-June delivery. White suger \$138.50, up \$3.00.

8 per tonne May 101.2-101.4 104.2-104.8 104.2-101.0 Aug 118.2-105.6 119.8-110.6 110.2-105.6 119.8-110.6 110.2-105.6 119.2-112.4 111.3 Dec 17.8-118.8 129.8-122.6 1182.8 129.8-122.6 1182.8 129.8-122.6 1182.8 129.8-122.6 1182.8 129.8-122.6 1182.8 129.8-122.6 129.8 129.

season) 67.0 to 68.5. PM (new season) 65.5 to 68.0, PX (new season) 65.5 to 68.0. PX (new season) 65.5 to 56.5. Fet sheep—English 98.0 to 105.0. 62.0. 880.0. 870.0, untraded; Oct 58.5. 100-120 lb 50.5 to 54.5, 120-190 lb 40.0 to 46.0. LONDON NEW Zealand Cents por kg. MEAT COMMISSION—Average fatstock prices at representative markets. GB—Cattle 95.45p per kg fw (+0.33). GB—Sheep 246.38p per kg est dew (-7.33). GB—Pigs 78.29p per kg lw (+0.35). 536. 536. 536. 536. 537: Mar 546, 550. 669, 567. Seles: (1. **PARIS**

fixing, with sterling falling to DM 3.8390 from DM 3.8450; the Swiss franc to DM 1.2014 from DM 1.2020; the guilder to

STERLING INDEX

Noon 79.2 1.60 pm 79.2 2.00 pm 79.3 3.00 pm 79.2 4.00 pm 79.3

£ IN NEW YORK April '22

April 22 Previou ... 79.2 79.6

ground to the D-mark at the

FOREIGN EXCHANGES Short covering lifts dollar

Covering of short positions taken out as the dollar plunged last week, helped the U.S. currency stage a small recovery in rather quiet foreign exchange trading yesterday. There was no change in general sentiment surrounding the dollar after last week's disappointing revision to On Bank of England figures the dollar's index rose to 143.3 from 142.7. surrounding the dollar after last week's disappointing revision to U.S. first quarter Gross National Product growth, while dealers also noted that the Federal funds rate in New York fell to 7½ per cent before the London close, amid continued speculation about an easing of Federal Reserve monetary policy and a possible cut in the U.S. discount rate from 8 per cent. On the other hand monetary growth is expected to be strong during the next two months and a rebound in economic growth is also anticipated, while the U.S. authorities may be reluctant to encour-

Price chap

i ilis

cipated, white the color ites may be reluctant to encourage lower interest rates ahead of a Treasury refunding package Further evidence on the health of the economy will be provided by consumer prices and durable goods orders today. In a market deviated by these contrains the

the dollar's index rose to 143.3 from 142.7.

STERLING — Trading range against the dollar in 1985 is 1.2940 to 1.0525. March average 1.1260. Exchange rate index fell DM 2.9876, compared with 1.260. Exchange rate index fell DM 2.9782 on Friday, waiting for a new trend to develop. A showed very little movement throughout.

Sterling lost ground to the stronger dollar, but improved slightly against the EMS block of currencies. Expectations of a steady decline in London interest rates tended to undermine demand for the pound, while nervousness grew shead of another meeting of Opec ministers in Geneva, at a time when oil prices can be expected to the D-mark at the showed very little litt FFr 11.77 from FFr 11.7575. dominated by short covering the dollar rose to DM 3.0110 from DM 2.9730; FFr 9.1950 from FFr 2.4510 to 2.9730. March average 9.08; Swfr 2.4935 from Swfr 3.2972. Exchange rate index 2.4705; and Y248.55 from Y247.10. 123.0, against 121.2 six months

POUND SPOT-FORWARD AGAINST POUND | 1,2760-1,2325 | 1,2770-1,2780 | 0,90-0,46c pm | 1,7265-1,735 | 0,450-0,36c pm | 1,7265-1,735 | 0,450-0,36c pm | 1,724-77,80 | 77,555-77,85 | 2,724-77,80 | 77,55-77,85 | 2,724-78,00 | 1,270-1,2325 | 1,270-1,329 | 0,050 pm-0,07 dis | 3,873-85% | 3,874-2,85% | 0,050 pm-0,07 dis | 2,874-2,87% | 2,724-2,174 pm | 1,274-2,174 pm | 1,124-1,124 | 1,15% | 1,15% | 1,125-1,17% | 1,122-1,130 | 1,124-1,132 | 1,247-1,132 | 1,247-1,132 | 1,247-1,132 | 1,247-1,132 | 1,247-1,132 | 1,247-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1,132 | 1,474-1, p.s. Reonths

4.46 1.21-1.16
2.81 1.14-1.00 pm
6.20 6'-5', pm
3.17 53-44 pm
3.10 5'-6', pm
68 0.10 21pm-21dis
7.02 8'-5', pm
-18.72 500-1830ds -0.83 85-120 dis
-0.24 8.11 dis
-0.13 1-1', dis
-0.13 1-1', dis
-0.13 3-1', dis
-0.15 3'-5', pm
-0.60 3'-5', pm
5.60 34'-31', pm
7.54 5'-5', pm

Belgian rate is for convertible francs. Financial franc 77.40-77-55. Six-month forward dollar 1-90-1.85c pm. 12-month 2-50-2.35c pm-

OTHER CURRENCIES Note Rates 26,90-27,20 77,45-76,26 13,76-13,90

* Selling rate.
† Correction (April 19): Australian dollar-sterling rate was 1.9995-2.0095. **EXCHANGE CROSS RATES** April 28 - Pound Striling U.S. Dollar | Deutschem K.J. panese Yen French France 3.185 2.494

4.358 1.799 1.353 Pound Sterling U.S. Dollar 631,1 7732, 0,828 0,260 3,150 18.11_ ichemark iese Yen 1,000 2.706 2085, 770.8 1,469 0,543 Franch Franc 10 Swits Franc 4.104

EURO-CURRENCY INTEREST RATES (Market closing rates)

Denish Krone Yen

Asian \$ (closing rates in Singapore): Short-term \$2.5% per cent; seven days \$2.5% per cent; one month \$3.5% per cent; six months \$2.5% per cent; one years \$104.10% per cent; three years \$104.11 per cent five years \$114.11% per cent comminst. Short-term rates are call for U.S. dollers and Japanese year; others two days' notice.

151, 154

131: 13-181: 135: 181:

MONEY MARKETS -

UK rates slightly firmer in dull trading

Interest rates were a little higher in London yesterday in rather quiet trading. Changes from Friday were relatively small however and with sterling remaining very steady after an early downward correction, sentiment remained bullish for another reduction in clearing bank base rates. Three-month interbank money finished at 12½ per cent while three-month eligible bank bills were bid at 12½ per cent compared with 12½ per cent, state and 2½ per cent, state and st

The Bank of England forecast Sdays not a shortage of around £1,500m with factors affecting the market

UK clearing banks base lending rate 121-121 per cent since April 19

including maturing assistance and a take up of Treasury bills together draining £1,254m and the unwinding of previous sale and repurchase agreements a and repurchase agreements a further £346m. In addition

FT LONDON INTERBANK FIXING

bid 8 1/2 offer 85/6 Six months U.S. dollars

5,5-5,66 5,65-5,80 5,70-5,85 6,60-6,95 5,90-6,05 54.54 16-151₀ : 93₄-10 93₄-10 6,28185 6,0 MONEY RATES 8.28.3 8.25.2.45 8.25.2.45 8.25.2.45 114 8.25.8.65 114 8.25.9.05 9.19.3 85 85 NEW YORK (Lunchtime) 이는 9년 1112 Treasury Bills
One month
Two month
Three month ECGD Fixed Rate Export Finance IV: Average Rate of Interest period March 6 to April 2 (Inclusive): 13.618 per cent, Local authorities and finance houses seven days' notice, others seven days' fixed. Financial Houses Base Rate (published by the Finance Houses Association): 14 per cent from April 1, 1985, London and Scottish Clearing Bank Rates for lending 129-124, per cent, London Deposit Rates for sums at seven days' notice 8.65-7.25 per cent (London Deposit Rates for sums at seven days' notice 8.65-7.25 per cent (London Deposit Rates for sums at seven days' notice 8.65-7.25 per cent cent). Treasury Billet Average tender rates of discount 11,5847 per cent. Certificates of 7ax Deposit (Series 6): Deposits C100,000 and ever held under one stond 13 per cent; one-three months 12b per cent; three-six manths 12 per cent; six months 11b per cent nins-12 months 11b per cent; Under C100,000 11 per cent from April 22. Deposits held under Series 5 11b per cent. The rate for all deposits withdrawn for cash 8 per cent. Two year
Three year
Four year
Five year
Seven year
10 year
30 year

13 121₂ 18 113₄

FINANCIAL FUTURES

Quiet trading

rates may be set to move higher later this year.

U.S. TREASURY BONDS 8% \$100,000 32nds of 100%

CHICAGO

CERY. DEPOSIT (IMM) \$1m points of 100%

90.57

STERLING (IMM) Se per E

Latest 1.2705

THREE MONTH EURODOLLAR (HMM) SIM points of 100%

Low Prov 91.52 91.46 90.91 90.85 90.42 90.33 90.01 89.92

High Low Prev 91.21 91.15 91.10 90.62 90.56 90.48 90.10 90.05 99.97 89.68 89.63 89.56 88.31 89.29 89.56 88.39 — 88.90 88.71 98.63 88.47 88.45 88.37

High Low 1.2810 1,2695 1.2725 1,2610 1.2700 1,2590

Trading volume fell in yesterday's London International
Financial Fatures Exchange with
most contracts confined to a narrow range. Sterling based
instruments traded quietly in the
morning, undepinned by continued expectations of an early
cut in UK clearing bank base
rates. Short dated contracts are
already discounting a significant Euro-dollars were a little more lively, helped by an unexpected opening rate of 7½ per cent for U.S. Federal funds. This was some way below expectations and tradets were cautious ahead of any action by the Fed to drain liquidity. Disappointment in the U.S. bond sector tended to put a damper on any suggestions of a sustained rise in Euro-dollar prices although sentiment for the short term still dictates lower cash rates. There is a strong market feeling however that rates may be set to move higher already discounting a significant

already discounting a significant fall.

However there was still some underlying concern about last Friday's UK inflation figures. In the afternoon movements tended to reflect the fortunes of the U.S. bond market with the latter showing some signs of indigestion, exacerbated by the administrations latest refunding package. Sentiment improved towards the £ Spot \$1.2775 1.2785 \$1.2980 1.2975 I month 0.47-0.45pm 0.47-0.45pm 5 months 1.19-1.15pm 1.18-1.14pm 2 months 2.50-2.50pm 12.40-2.50pm

STERLING £25,000 \$ per £

High Low 1.2836 1.2760 1.2715 1.2680

Close High Low Prev 0.3343 0.3367 0.3343 0.3375 -0.3387 — 0.3389

Estimated volume 23 (102) Previous day's open int 276 (276)

JAPANESE YEN Y12.5m \$ per Y108

FT-SE 100 INDEX

Close High Low Previous 0.4039 0.4045 (0.4039 0.4057 Estimated volume 1 (nil) (157)

Close High Low Prev 128.65 130.20 129.50 130.45 130.35 — 131.10

Close High Low Previous 91.19 91.23 91.09 91.21 Sept 90.60 90.62 90.50 90.65 Dec 90.10 90.10 90.13 90.15 March 89.68 89.88 89.59 89.73 June 9.33 89.25 89.38 Estimated volume 4,042 (6,783) Previous they's open lmt 17,827 (17,527) Balgian Franc Denish Krone German D.Mark French Franc Dutch Guilder Irish Punt Italian Ura 44.5008 8,14104 2.24184 6,87456 2.52596 0.72569 1403.49 ±1.5522 ±1.5419 ±1.1475 ±1.3689 ±1.5171 ±1.6703 ±4.0410 THREE-MONTH STERLING £500,000 points of 100% Changes are for Ecu, therei week purrency. Adjustment

DOLLAR SPOT-FORWARD AGAINST DOLLAR p.a. April 22 spread Close One month

3.18 UK† 1.2760-1.2925 1.2770-1.2790 0.48-0.48c pm

1. 2.68 Ireland† 1.0351-1.0305 1.0905 1.0400 0.43-0.33c pm

1. 2.68 Ireland† 1.0351-1.0305 1.0905 1.0400 0.43-0.33c pm

2.50 Nathlad; 3.3690-1.4110 3.4055-3.4150 0.44-0.47c pm

2.48 Beigium 9.00-8.0.70 80.50-0.80 5-7c dis

2.50 Nathlad; 3.3690-1.4110 10.82-10.84 3-13-ore dis

2.48 Beigium 9.00-8.0.70 80.50-0.80 5-7c dis

2.50 Nathlad; 3.2690-1.4110 10.82-10.84 3-13-ore dis

2.48 Beigium 183-172 1701-172 175-475c dis

1.86 -2.168.00 3.0165-3.0115 0.68-0.86pt pm

1.86 -2.168.00 3.0165-3.0115 0.68-0.86pt pm

1.86 -2.168.00 183.00 183.00 50-86 dis

1.87 France 9.082-3.20 2.095-1.33 50-86 dis

1.57 France 9.082-3.20 2.095-1.33 50-86 dis

1.57 France 9.082-3.20 2.095-1.095 3-3-0.096 dis

1.57 France 9.082-3.20 2.095-1.095 3-3-0.096 dis

1.58 Switzt 2.4740-2.4860 2.485-0.248.60 0.48-0.449 pm

28.51-2.4860 2.483-0.248.60 0.48-0.449 pm

28.51-2.4860 2.483-0.248.60 0.70.0.54e pm

discounts apply to the U.S. dollar and not to the Belgian rate is for convertible francs. Financial in p.a. months p.a.

4.46 1.21-1.16 pm 3.18

4.35 1.12-0.82 pm 3.70

1.56 0.37-0.42dis -1.17

1.51 1.43-1.45 pm 1.74

-1.30 15-17 dis '-1.08

-1.12 22-24 dis -0.33

2.67 2.07-2.02 pm 2.74

-22.84 550-1390ds -22.25

-4.57 247-25-48 -5.19

-4.95 39-3 dis -4.03

1.51 104-114 dis -5.01

1.222 1.41.1.36 pm 2.23

1.43 82-64 pm 1.48

3.23 2.07-2.01 pm 3.25

Forward premiums and the individual currency.

EMS EUROPEAN CURRENCY UNIT RATES

CURRENCY RATES CURRENCY MOVEMENTS

Bank of Morgan England Guaranty Index Change % - 0,779616 0.581 553 6.100399 0.747850 1.00399 0.747850 1.00852 1.0085 -10,8 +29,6 -5,8 +3,9 -10,8 -5,2 +6,9 +2,6 +3,1 -15,4 -16,8 +11,9

* C\$/SDR rate for April 18: 1,34890.

Dutch Guild Italian Litz Carrada Dollar 2455. 1919, 20.17 244,4 65,93 24,36

The table below gives the latest available rate of exchange for the pound against various currencies on April 22, 1985. In some cases rate is nominal. Market rates are the average of buying and selling rates except where they are shown to be otherwise. In some cases market rates have been calculated from those of foreign currencies to which

COUNTRY CURRENCY VALUE OF & STERLING COUNTRY

New Peso

0.4856 216.0 35.51 2.5855 (cm) 77.60 (fm) 77,4750 2.57 588.50 1.2775 16.67 . B. S . C.F.A. Franc . Bda S . Indian Rupes (u)57,870.0s 2,2020 6,175,0 1,2775 Cruze Brunei \$ Lev G.F.A. Franc Kyat Burundi Franc

535,13

.. Danish Kroner .. Djibouti Franc .. E. Caribbean & ---... Colon France Fr

0.7875 (Icom) 8.50 nto 14.61 13.79 13.7950 220.0 5.47 (O) 12775 4.31 (7) (O) 86.42 (F) 148.75 1.067518 1.067518 1.067518 Mexican Pesto Local Franc French Franc Turgrik E. Caribi Dirham Metical S.A. Rand Australian Nepalese i Guilder amibia 11.77 588.50 11.77 300.7 588.50 5,00 3,8475 68,1200 1.0 167.96 . N.Z. Do Cordoba C.F.A. Franc

PFLAB is a marvellous idea. It integrates the young and disabled with the young and able by means of jointly run Social Clubs and holidays. So the fit learn to live with the disabled and the disabled learn to live with the fit. Without a PHAB Club, many handicapped youngsters would remain isolated.
Without a PHAB Club, many able-bodied youngsters would not develop as they should. And without a PHAB Club, neither would fully understand the world they

CITIBAN(

There are now over 450 PHAB Clubs in the U.K. Funds permitting, each is quipped for a variety of hobbies and activities.

PHYSICALLY HANDICAPPED AND ABLE BODIED

SOMETHING ABOUT PHAB

IMPORTANT NOTICE CONCERNING

Den norske Creditbank

U.S. \$75,000,000

123/4% Serial A Notes due 1991

Interested persons are hereby reminded that payment of the second and final installment of the purchase price of the above-mentioned 1234% Serial A Notes due 1991 (the "Notes") of Den norske Creditionk ("OnC"), such installment being an amount

equal to 80% of the principal amount, may be made on May 28, 1985 by persons shown in the records of Morgan Guaranty Trust Company of New York, as Common Depository of the Euro-clear System, or Cedel S.A. as being entitled to such Notes.

Payment of such final instalment should be made by participants authorising Euro-clear and/or Cedel to debit their cash accounts, such authorisation must be precised by the playing system and large.

such authorisation must be received by the clearing system not later than the opening of business on May 27, 1985. No payment mode after May 28, 1985 shall be accepted unless accompanied by a further payment representing interest accrued at the rate of 1734%

per annum on the amount of such payment calculated from and including May 28, 1985 to but excluding the date of actual payment on the basis of a 360 day year consisting of 12 months of 30 days

No person is under any obligation to pay or cause to be paid the

No person is under any obligation to pay or cause to be paid the final installment of the issue price.

Persons entitled to the Notes upon payment of the final installment are reminded that on June 14, 1985 DnC shall cease to have an obligation to accept payment of such final installment, and in the event of a failure to make payment of the final installment in respect of any Note on ar before June 14, 1985 DnC will be entitled to retain the first installment of the issue price previously paid for such Note and will have no obligation to repay such installment or to pay interest thereon for any period prior to, including or subsequent to June 14, 1985.

April 23, 1985 By: Citibank, N.A. London, Principal Paying Agent (CSSI Dept).

MAY WE TELL YOU

PLEASE HELP PHAB BY SENDING A DONATION OR COMPLETE THE APPLICATION FORM FOR FURTHER DETAILS OF PHAB FFIAB exists to further the Tavistock Square, London WC1H 9H1 integration of the physically handicapped into the community. By promoting opportunities for the opportunities for the physically bandicapped and able bodied to come togethe on equal terms, the barriers of fear, ignorance and prejudice; can be destroyed,

E WORLD VALUE OF THE POUND

E. Caribbesh Local Franc U.S. \$ Quetzai

Gourda

L Krona

Lira C.F.A. Franc

New Kip Lebanesa & Maluti Liberian \$ Libyan Dinas Swiss Franc

Abbreviations: (A) approximate rate, no direct quotation available; (F) free rate; (P) based on U.S. dollar parities and going sterling-dollar rates; (T) tourist rate; (Bs) basic rate; (bg) buying rate; (Bk) bankers' rates; (cm) commercial rate; (ch) convertible rate; (fn) financial rate; (exC) exchange certificate rate; (nc) non commercial rate; (nom) nominal; (o) official rate; (sg) selling rate; (c) controlled rate; (a) unified rate.

ALUE OF STERLING	COUNTRY	CURRENCY	VALUE OF A STERLING
13.7950 3.47 11.77	Peru, Philippines	Philippine Pean	ext(A)11,512,10 22,67
1 8375	Pitcairn Islands	£ Sterling New Zealand S	2,8250
1,2775 31,75	Poland	Zloty	177.30
6,3970 6,3970	Portugal Puerto Rico	Portuguese Escudo U.S. 6	218.0 1,2775
6,43 2.58 10,0800	@star	-	4,6825
65.09	Reunion Island		11,77 (Cm) 5,67 (N.C) 15,87
52,8260	Romania		
15.67 1,421.03	St. Christopher		128,19 3,47
118,50(sg)	St. Lucia	St Helena £	1.0
0.3905 1.2315	St. Pierre	Local Franc	1.0 3,47 11.77 8,47
1,191.01	St. Vincent	E. Caribbean \$ U.S. &	5,47 1 9776
1,191.0) 2,455.0 588.50	St. Pierre St. Vinoent Samoa American San Marino Sao Tome & Prin	Italian Lira Dobra	1,9776 2,455.0 58,20
6,9190(sg) 317,50	Saudi Arabia Sanegal Seychelles Salrra Leone Snigapore	Saudi Ryal	4,6480 588,50
0,5140	Senegal	C.F.A. Franc S. Rupes	588.50 9.18
N/A	Seirra Leone	Leone	9.18 (O) 7.25 2.8320 1.7630 47.07
M/A 20,41 2,0260	Solomon Islands	Solomon Is. 5	2,5320 1,7850
	Somali Republic	Somall Shilling Rand	47.07 2,4435
1112,36 0.3865	Singapore Solomon Islands Somali Republic South Africa Spain Spanish ports in North Africa Sri Lanka Sudan Republic	Peseta.	216,0
45,01 22.51	North Africa	Peseta	\$16.0
82.51 9 4435	Sudan Republic	Sudan £ (µ)	54.84 5.22 2.2955
22.01 2.4435 1.2775 0.3810 3.1950	Currylland	I Hannani	2,2955 2,4435
0.3810 3.1850	Swedeu	8. Krona	11.2250
77.00	Switzerland Syria		3,1850 (A) (T) 9.0 (CM)5.05
10.4015 218,0	Taiwan Tanzania Thailand Thailand Togo Republic Tonga Islands Trinidad Tunisa Turks Turks Turks Turks	New Taiwen S	50.95
786.05	Tanzania	Tan. Shilling	22.56
2,2380 3,1680	Togo Republic	Bant C.F.A. Franc	34,84 588,50
9,07 588,50	Tonga islands	Palanga Trinidad & Yob S	2 0280
Ó BORS	Tunisia	Tunisian Dinar	3,10 1,07(sg) 638,79
11.77 86.37	Turks & Caloos	Turkan lira U.S. S	1,2775 2,0260
10 77	Tuvalu	Australian S	2.0260
-1919'IA	Uganda		727.50
11.77 11.77 11.77 4.66 (II) 3.47 12,20 (Eg)	United States Uruguay Utd.Arab Emirates U.S.S.R.	U.S. Dollar	1,2775 117,87
4.66 (II)	Utd.Arab Emirates	U.A.E. Dirbam	4,7280 1,0753
12.20 (mg)			1,0755
J-1.50	Variustii	Vatu	141.40
2.4435 2.0260			2,455.U (4) 5,53
28.53 4.3575 2.31	Venezuėla	Bolivar	2,455,0 ((4) 5,53 { (5) 9,65 ((6) 16,53
2,31 2,8250	Wetners	Dona	(O) 13.35
(O)36.02 588,50	Vietnam Virgin Island U.S	U.S. Dollar	1.2775
.125091(sq) /	Western Samos	Samoan Tala	(A) 2.83
31.1696 I	Vernen (Nth)	Rval	9,46 (eg)
0.4450 20,15 1.2775	Yemen (Nth) Yemen (Sth) Yugoslavia	S.Yemen Dinar	0.4405
1 ZZAR			315,3524
308.76(10)	Zaire Republic	Zaire	59,6150 2,85
621.57(7); 417.89(12);	Zaire Republic Zambiazimbabwa	zimbabwa \$	1,9400

† Rate is the transfer market (controlled). ‡‡ Now one official rate. ([])Besed on gross rates against Russian rouble. (1) Essential goods. (2) Preferential rate for priority imports such as foodstuffs. (4) Preferential rate for public sector debt and essential imports. (5) Preferential rate. (6) Free rate for fuxury imports, ramitteness of money abroad and foreign travel. (7) Parallel rate. (8) Rate for remitteness of foreign currency by Egyptians working abroad and tourists. (9) Basknots rates. (10) Rate for exports. (12) Rate for imports. (13) Essential imports. (14) Nearly all business transactions.
† Corrections (April 15): Israel 1,140.0, Paraguay 572.60(7) and 416.94(12).

.. Colon .. Cuban Peso .. Cyprus &

124 126 126 124 12-126 124 12-114-115 114-114 116

124

5,84375 6,21675

MONEY RATES

 $- 10^{\circ}$

The fixing rates are the arithmetic means, rounded to the newtest one-sixteenth, of the bid and offered rates for \$10m quoted by the markes to five reference banks at 11 am each working day. The banks are National Westminster Bank, Benk of Tokyo, Dautsche Bank, Benque Nationale de Perts and Morgan Guerante Trust.

CAPITAL MARKETS

Margins on bulldog issues demonstrate further tightening

BHF Bank bond average 101.854 Low 99.640 1985

nance for industry group. The seven-year issue has a 7% per cent coupon and par issue price. It was quoted within its 14 per cent selling

Prices of D-Mark bonds were steady yesterday in a quiet day's trading. There was no selling pres-sure but buyers were waiting for some positive news.

In the Swiss franc foreign bond market the weaker dollar and lower interest rates continued to provide a good background. Turnover was moderate and prices were firmer by up to % point. Recent issues with coupous lower than 6 per cent are trading at par or better, and Credit Suisse priced its 10-year SwFr 100m public issue for Chugoku Electric Power with a 5% per cent coupon and 99% issue price, down from the indicated yield of 5% per cent.

The public issue for Japan Development Bank, expected to be priced today, could come with an indicated coupon as low as 5% per cent, dealers said, as the issue will be guaranteed by Japan.

The market for European Currency Unit Eurobonds is still strong, and Kredietbank International has increased its issue for Privatbanken from Ecu 50m to Ecu 70m because of strong demand. The issue has a 10 per cent coupon - higher than most other recent deals - and was trading yesterday at a discount of about one point to its 100% issue price. More issues in the sector are expected this week.

Banque Gutzwiller launched a New Zealand dollar issue for Financial Corporation of New Zealand, guaranteed by Brierley Investments. The NZ\$20m issue has a

73₅ 65₆ 7 - 1₄
203₅ 20 201₅ + 1₆
105₆ 105₅ 105₅ - 1₆
105₁ 105₅ 105₅ - 1₆
105₁ 105₁ 105₅ - 1₆
105₁ 105₁ 105₁ + 1₆
255₂ 295₂ 295₄ + 1₆
255₂ 295₂ 295₄ + 1₆
354₄ 31₄ 31₄ 31₄
455₁ 55₆ 55₆ + 1₆
354₂ 344₃ 343₄ + 1₇
105₆ 105₄ 105₄ - 1₆
135₆ 105₄ 105₄ - 1₆
135₆ 105₆ 55₆ - 1₆
135₆ 25₆ 55₆ 55₆ - 1₆
135₆ 55₆ 55₆ - 1₆
135₆ 55₆ 55₆ - 1₆ UFINGRO
UFISTO
UFISTO
UFISTO
UFISTO
UFISTO
UFISTO
US Both
US B 163 178 18 7 48 23 568 12 9 41 386 .126 .126 .126 0 133 0 105

SWEDEN

Law

2150.7 (13/2) 2647.3 (17/4)

130.06* 130.09 130.07 130.51

SWITZERLAND SwissBank Cpn, 51:12-58:

** Seturday April 20. Japan Nikkei-Dow 12,232.07. TSE 955.98.
Base velue of all indices are 100 except JSE Gold—255.7. JSE Industrial
—354.3. and Australia. All Ordinary and Metals—500. NYSE All Common—50:
Standard and Poors—10: and Toronto Composite and Metals—1,000. Toronto
Indices based 1975 and Montreal Portfolio 4/1/83. † Excluding bonds. \$400
Industrials plus 40 Utilises. 40 Financials and 20 Transport. c Closed.
u Unavailable.

1.20 .62

1.60 1.12 .60

.06

.06 .88 .15r 1.08 1 1.40

FINANCIAL TIMES SURVEY

West German Industry

West German industry is recovering strongly from a recession which has prompted a reappraisal in many sectors and a new drive to correct weaknesses. Exports are booming and there are signs of growing demand at home, sparked by greater corporate investment.

Trade surplus grows bigger

By Jonathan Carr

AT FIRST SIGHT it looks just like the old days again. Once more Bonn is playing host to a Western economic summit conference, as it did seven years ago. Again West Germany is producing big trade and current account surpluses, low inflation—and only a modest economic growth rate.

growth rate.
And again several of Germany's partners, not least the United States, are looking to Bonn to do more "to boost the economy, suck in more imports and help sustain Western economic recovery. The "locomotive theory" was not dead after all only sleeping.

In some ways Boun's partners seem to have an even stronger case than they did at the 1978 summit. After all, the Germans ran up a record trade surplus of DM 54bn (\$16.9bn) last year and are probably heading for a still bigger one this year—along with a current account which could be more than DM 30bn in

trade surplus was the surge of 43 per cent in exports to the U.S., itself induced by the certainly point to its two-stage penditure now. and the souring dollar

But West Germany ran a DM 25bn surplus with its European Community partners too—nearly DM 15bn of that with France alone. Hence the Europeans as well as the U.S. in principle have a strong interest in seeing faster German growth and hetter property for their and better prospects for their

Apart from its external sur-pluses, Germany has a lower inflation rate (currently around 2.5 per cent) than it did in the 1970s and the Bonn government has achieved marked success in cutting back its borrowing. Its net credit intake dropped below DM 30bn (close to 1.5 per cent of Grose National Product) less of Gross National Product) last year and is likely to be down

Moreover, whereas in 1977-78 the jobless total hovered around the Im mark, nowadays it stands at over 2m. Thus on the face of it the Germans would seem to have both the possibility, and the domestic need, to adopt a expansive economic and strategy—which they could then present to their part-

But in fact Bonn is unlikely programme, already agreed, of faltering in what will be a pre-

made by the government at the previous Bonn summit—to take steps to boost the economy amounting to around I per cent of GNP (then DM 12bn, now about DM 18bn)—will surely not be forthcoming.

How despite the apparent simi-

For despite the apparent similarities of economic performance, there are big differences ance, there are nig dimerences between the Germany of 1978 and that of 1985. In the intervening years the country not only changed to a government of the Centre-Right after 13 years of rule by the Centre-Left. It also went through something of an economic trauma which forced a change in attitudes. In retrospect the DM 12hn economic boost promised by Bonn in 1978 proved to be a poisoned chalice for the government, however much it seemed needed at the time to help win accord with other partners on a summit "package deal."

The action did little definable to increase growth, but clearly intensified the budget agonies of the then Social-Liberal coali-

It was finally budgetary prob-lems which brought the collapse of the coalition in late 1982—a point not lost on the in-coming Finance Minister, Dr Gerhard Stoltenberg. He has been doggedly cutting govern-ment borrowing ever since and certainly does not favour a new

tax concessions starting with a that not all Dr Stoltenberg's

Cabinet colleagues are happy about this tight-fisted regime. Likewise it is no surprise that private business and industry, which speak out firmly in favour of state budget "consolidation" and enjoy its fruits in the form of lower interest rates, nonethe-less want bigger tax breaks than those Dr Stoltenberg has

already granted them.

The private sector also wants to see speedier action by the government to de-nationalise companies still in state hands. But for all the criticism in detail, businessmen and entrepreneurs naturally support a broad government line which is gradually driving back the role gradually driving back the role of the state—after years when the reverse was true—and encouraging private initiative. That applies not least to Bonn's greater emphasis on "indirect" rather than "direct" support for research; meaning a bigger clies of militiary.

bigger slice of public money is now going to improve the conditions in which companies carry out research, and a smaller one to state support for specific projects (a system which in the past made for great complexity and bureau-

the government switch as a catalyst for domestic change was the country's plungs into was the country's plunge into current account deficit in 1979-1981. That development, com-bined with dramatic steps by the Bundesbank to help support the once mighty D-Mark, forced economic place in the world. At times the arguments, both

CONTENTS Tax incentives Venture capital page 2 Profile: Peter Jungen Electronics Profile: Helmut Lohr Mechanical Engineering

Chemicals Motor vehicles Profile: Eberhard von Kuenheim page 5

Aerospace Shipbuilding Steel

inside and outside the country got out of focus. Just as it had been claimed in the 1950s that the Germans were "economic miracle workers," so it began to be argued at the start of the

page 6

19th century. · The arguments tended underplay German strengths in into a lot of industrial sectors— (altho-from the manufacture of GNP,

under these conditions involve spherical roller bearings of radial

and thrust designs. First-mixer

temperatures 20°C under design

calculations. In part due to the

reports after 25,000 working

hours give operating

low-friction bearings.

that their export performance relied on products created with

the techniques and skills of the



An engine for the new ICE high speed train of the Bundesbahn-the German Federal Railways, under construction by AEG-Bahntechnik in Berlin, Still plagued by a huge deficit, the Bundesbahn is striving to boost income with new fast freight services and an array of cut-price offers for passengers

nuclear power plants, to that of high-performance cars (with anti-skid brakes and electronically-controlled automatic transmission), to innovation in pharmaceuticals and chemical

But the debate served to highlight genuine weaknesses too. That the country was lagging in tronics and biotechnology; that the results of research seemed to take too long to get through marketable (although as a percentage of

On road, off road, on rails.

To call the Unimog a multi-

purpose vehicle and implement

carrier is like calling a Mercedes

research was above that of gathering pace.

Japan); that educational strucThere are many facets. The tures were too rigid and that the "entrepreneurial spirit" seemed less highly developed among the young than the desire

firmly back in surplus (probably too much so for German comfort this year, in view of the pressure it is likely to arouse from foreign partners) products But the shakeup which began centage of during the period of deficit and

micro-electronics challenge has been well and truly taken up, not just by producers such as Siemens but by users like the mechanical engineering sector
—which has gone far to integrate the "chip" into its products and production methods. After years in the doldrums, the stock market is taking off at last-not just with rising

CONTINUED ON

SKF and the automotive and its supportive industries are traditional partners in applied rolling bearing technology. Even more so today with the accelerating changes towards front wheel drive, reduced axle dimensions, simplified mounting and adjustment, and more integrated component units - such as our water pump spindle assemblies, belt tensioner units, and advanced wheel hub units.

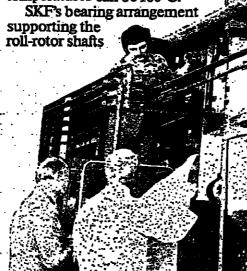
However, whether the bearing arrangements are for tyre production on the fringe of the industry or for new back axles, SKF remains committed to constants like product reliabilty, performance, service life and product safety.

"To achieve high performance and reliability, even simple components can demand a level of capability and technology that will stretch commitment to the limit."

> The big mix for tyres. Some 60% of all available rubber is used to make vehicle tyres-and up to 20 other basic ingredients are used in the initial mix. This requires high process technology machinery for largequantity kneading and mixing. Such as pioneered by Werner & Pfleiderer, Stuttgart, W. Germany, and supplied for the Soviet Union's Bobruisk sevenline tyre production plant.

> Five of the world's largest rubber mixers with 650-litre chambers were supplied as well as two smaller ones. Together they deliver 600 torines of rubber mixture a day. Two fourbladed rotors work the basic mixat up to 52 r/min while kept under pressure by a pneumatic

ram. Shearing and mixing forces constantly vary and change direction. Operating temperatures can be 160°C.





to Re-Ro container loading. Uncommon usage has led Unimog to an uncommon SKF wheel bearing solution: the new type SU cylindrical roller bearing that will cope with all directional heavy forces likely to arise - a fitting complement to the SKF taper, cylindrical and ball bearings in the gearbox, differential and elsewhere.

Flying safe in gusty winds. Messerschmitt-Bolkow-Blohm's BO 105, first twin-turbine helicopter in the 2-tonne class, has a proven reputation for heavy-turbulence safety. It is operating under extreme climatic conditions in off-shore missions in Alaska, Canada, Norway and northern Scotland, and has carried out



helipad starts and landing at wind speeds up to 75 knots in the Magellan Strait. West Germany's aerospace group -MBB has delivered this helicopter type to some 120 customers in more than 30 countries.

Many of the BO 105's proven parts and components are also used in the larger type BK 117, a joint venture with Kawasaki Heavy Industries.

SKF is involved with safetycritical components which include planetary gear and swashplate bearings, tail and rotor bearings, main transmission gearbox bearings, airframe bearings, flight control and rotor-angle adjustment rods.

SKF. The exact bearing-and more



Regional breakdown of foreign trade

E-arte (fab) by country of dectination

Imports (cif) by country	y of ori	gin	1984 _		
Group of countries/		ports Change from previous year in %	Im	ports — Change from previous year	Foreign
country	DRAIT	ш 70	17111111	<u> </u>	THE DISCOUR
Industrialised western countries	395.8	+16.0	337.8	+10.9	+57.9
of which: EEC memb. countries of which:	232.9	+12.1	206.1	+ 8.7	+24.8
France*	53.9	+ 6.1	39.4	+ 4.2	+14.5
Italy	37.7	+17.4	34.1	+ 3.1	+ 3.6
Netherlands	42.1	+11.3	53.0	+10.2	-10.9
	40.6	+14.6	33.3	+22.7	+ 7.3
UK	46.8	+42.6	31.1	+12.4	+ 15.7
Ŭ.S	6.9	+23.5	18.3	+23.5	-11.4
Japan	9.3	T 20.0	10.0	7 20.0	2411
Centrally planned economies	23.3	+ 3.2	26.4	+19.0	- 3.0
of which:					
USSR	10.8	- 4.3	14.3	+21.6	3.6 + 0.6
Opec countries	27.9	-11.7	27.3	+ 0.0	
Developing countries?	39.7	+11.5	42.5	+18.6	- 2.8
at which					

of which:
East Asian countries 10.6
Latin Amer. countries 10.8 +18.3 +17.6 15.8 +16.2 - 5.2 13.2 +14.1 - 2.5 All countries 488.2 +12.9 434.2 +11.3 +54.0 Excluding aircraft. † Excluding Opec countries. Discrepancies in the totals are due to rounding.
Source: Deutsche Bundesbank

Trade surplus

CONTINUED FROM

share prices but in the number of new enterprises deciding to "go public." Venture capital outfits, almost unheard of a

few years ago, abound.
"High Tech" is increasingly
popular among the young—both as a hobby and for study and a career. A start is being made on getting closer contacts between the often segregated worlds of university researchers and industrial concerns.

More people are keen to set up their own business (even if they often have little clear idea of how to go about it) and there have been first major cases of "spin-off"—employees split-ting off from major companies to set up their own concerns with the help of venture capital

Taken together, all that sounds like a revolution, though the pace is really slower than that description would imply. There is still much to be done and, at best, West Germany

seems bound to be stuck with a high level of unemployment to the end of this decade. Than, for demographic reasons, the total should fall—bringing in total should fall—bringing in not the least of the changes in its wake new problems of an the first half of the 1980s.

That is looking quite a long way ahead—although many Germans are already knitting their brows over the "challenge of the

Closer at hand, the outlook is still for stronger economic growth this year than the 2.6 per cent in real terms achieved in 1984—even if the dollar slides, the export boom falters (and no "growth package emerges at the economic sum-

The revision upwards in corporate investment plans since last autumn indicates that a marked boost in domestic spending on plant and meahinery is on the way to support the economic upturn. Companies badly need to

invest to replace ageing stock and to rationalise and, very broadly speaking, they can well afford to pay. Earnings have been strong and costs stable, despite higher import prices.

Indeed, entrepreneurial income has risen strongly in the last three years, taking a growing share of GNP while that of wage and salary income has fallon a hit

len a bit. That gradual income redistri-bution, which previously had moved in the other direction, is A climate of incentives and opportunities is developing along with a new spirit of competitiveness

Worries over losing high-tech race

Research RUPERT CORNWELL

WEST GERMANY, it is claimed spends a higher proportion of its Gross Domestic Product on research and development than virtually any other industrial nation. But is it getting value for money?

Every figure and document produced in reassuring pro-fusion by the Technology and Research Ministry in Bonn would suggest that all is well.
On May 30 last year, for example, Dr Heinz Riesenhuber, the youthful and zealous Minister, proclaimed that research spending in 1983 totalled DM 46.8bn—or 2.8 per cent of GDP GDP.

There is every sign that the trend will continue. The 1985 budget allocation for R and D spending by the federal Govern-ment, at almost DM 12.9bn, was up by over 8 per cent on the previous year. More than DM 8bn more is

likely to be chipped in by the regional governments of the Loender, while the signals from corporate boardrooms suggest a further increase in the contribution of industry itself, in 1983 well over half the grand total at DM 26.3bn. And yet, consider these other

two facts, drawn from the oppo-site extremes of the research-tofinal-product spectrum: In the 46 years since the outbreak of the 1939-45 War, Germany has won just 16 Nobel Prizes in the classic scientific disciplines of medicine, physics and chemistry, compared with 35 in the

previous 37 years.

What is more, a fair proportion of recent winners of German nationality have in fact done their crucial work outside the country itself.

fallen steeply in the last 10 or 15 years. One authoritative estimate

concludes that while the shares of the U.S. and Japan have risen between 1972 and 1983 from 32 per cent to 37 per cent and from 13 to 25 per cent respectively, West Germany's slice of this ever more important cake has shrunk from 26 per cent to 17

Productivity

in foreign trade financing.

Landesbank Stuttgart is a government-

backed bank based in Stuttgart. It is part of

the vast nationwide network of Sparkassen.

With a full-service branch in London, we

the financial requirements of a growing

international clientale. In Zurich we are re-presented by our affiliate Bank für Kredit

und Aussenhandel AG (BKA) and in Paris

by Banque Franco-Allemande S.A. (BFA).

is productivity, please contact Landesbank

Zeppelinbau, Lautenschlagerstrasse 2

72 Basinghali Street, London EC2V5AJ

Telephone: 01-6068651, Telex: 8814275

Telephone: (711) 2049-0, Telex: 72519-38

Sluttgart

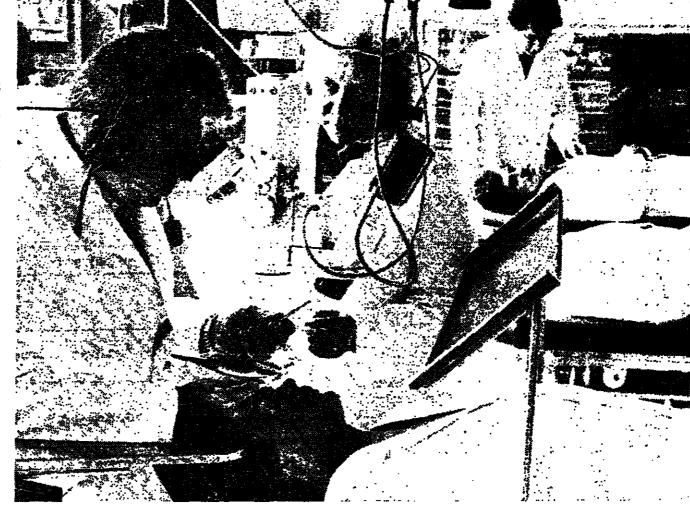
Stuttgart Head Office

D-7000 Stuttgart 1

London Branch

For a banking partner whose first priority

have the capabilities and flexibility to meet



Soviet surgeon using a Siemens-developed apparatus for an eye operation. West Germany remains a world leader in medical technology, and is making a big effort to catch up in key sectors such as bio-technology where it has lagged so far

forschung.

second place to a distant third, Second, West Germany's and small wonder that the share of some key high technology exports, for example, in to the Americans and the the data processing field, has Japanese has become one of the most fashionable arguments of

> But how well-founded is this fear? Whatever is missing, it is certainly not money. Rather, the reasons for a presumed West German backwardness in this field may be found in older characteristics of the people. One is a lack of flexibility, a

tendency to do everything by the book which allows a natural

In other words, Bonn has bent towards giving bureau might more closely meet the re-slipped from a challenging cracy full rein. might more closely meet the re-ourrements of the latter. The

Another is the country's perfectionism: yearning for West Germany is a place where the best can be the enemy of good-where the search for the 100 per cent perfect product can fatally delay introduction of the 80 per cent satisfac-tory solution which would have found a ready market.

Much further upstream, fault may be found with the educa-tional system: Dr Karl Stein-buch of Karlsruhe University, but with long experience in the American academic world, has complained that by comparison with the U.S., German universi-

ties are "like convoys whose pace is set by the slowest." The pressure, he claims, is all against adventurousness in scientific research and free Be that as it may, efforts are

scope for the imagination. now being made to improve the co-ordination of research work between universities and industry, where the former can re-ceive funds to do work which Government, furthermore, is stepping up its encouragement of basic research or Grundlagen-

But Bonn's ambitions and its vorries, were best illustrated last spring, when it unveiled a DM 3bn state programme to speed the development and application of micro-electronics, computing and communications technologies between 1984 and 1988—one of the most far-reaching such schemes ever devised by a European Government.

Then, last October, Herr Riesenhuber brought in a DM 500m supplementary package of pubic support for R and D spending by smaller companies.

The project thad several goals, the most obvious of which was to help beat back the Japanese and American challenge. But it also is geared to provide more job opportunities for science graduates from university, by subsidising the salaries of new R and D staff new R and D staff

taken on by small- and medium sized companies.

Last but not least, it was

gesture directed specifically at an area of the economy which many feel has been rashly

neglected in recent years.
Ideologically the DM 500m
package is at one with the
much-trumpeted philosophy of the Centre-Right coalition in Bonn to promote enterprise and initiative, after the featherbedding of the inefficient held to have marked the 13 previous years of rule by Social Democrat-led administrations.
Small companies, the belief runs, are where such a spirit

can flourish best, with the implicit corollary that a string of West German "sillcon valleys" should spontaneously come into being.

In fact, however, to an extent they already have, and West Germany's position in the high technology race is less bad than it seems. But the real question remains: will the German researcher, once he has been taken to water drink?

cuts

THE PRESENT West Ger man government may sin-cercly believe it is carrying the free enterprise standard boldly enough. But the citadels of the country's industry and finance would industry and maner would like it to wave the banner a good deal more vigorously.

Here, briefly sythesised, are the recent views of the West German Chamber of Industry and Commerce.

Industry and Commerce (DIHT) and the national Banking Federation. Broadly, both believe that the present strategy of investment lucen-tives (avoured by the Centre Right coalition is too complicated and produces results hardly worth the effort involved in their administra-

Instead, they favour generalised cuts in taxes, both on companies and indi-viduals. These in turn would be fuzared by a much more determined phasing out of subsidies (reckoned in varying forms to total ing forms to total some DM 60hn from both Federal and local governments) and an end to the present elaborate system of incen-

elaborate systematives to save.

In this way, banks and industry alike maintain, initiative and initiative enterprise and initiative would be more effectively favoured, and the capital base of West German companies strengthened.

The Finance Minister, Herr Gerhard Stoltenberg, is sympathetic to these calls, but is plainly decided to move more slowly than his critics

on the Right would like.

A reduction in the top tax
rate—currently 56 per cent on carped incomes has been put on a back burner, largely for political reasons. Instead, the Government is sticking to its DM 20bn across-the-board cuts planned for 1986 and 1988, geared to help the lower-paid and those with

lower-paid and those with large families.
Similarly, the Finance Ministry is not being rushed into any swift reductions in company taxes, despite Herr Sioltenberg's admission \$1 Positionent tax months are Parliament two months ago that these "are too high in West Germany, compared to other countries."

The next stage, Herr Stol-

tenberg emphasises, would be a thorough examination of which options are best. These range from a lowering "pos-sibly the complete removal," of corporate assets tax, to a reduction in Koerperschaftsteuer, or corporation tax on profits.

Go-ahead attitudes to funding

Venture capital IONATHAN CARR

LONG-FROZEN West German attitudes to venture capital are thawing. A few years ago young entrepreneurs with daring ideas for new products would very likely be stuck for the funds to realise them. The banks would generally spurn them as a poor risk and other sources of finance vere scarce.

Things have changed. There are now about 30 venture capital outfits in Germany with some DM 700m available for investment. The great majority of these companies were formed or these companies were formed within the last three years and more are evidently on the way.

Some of these outfits were funded by private individuals; but it is remarkable how the West German industrial and financial "establishment" is financial "establishment" is climbing aboard the venture capital bandwaggon. Top com-nanies such as Siemens, Daimler-Benz, Bayer and Nixdorf are ploughing millions of D-marks into venture capital in-

vesiment funds. Commercial banks (such as Deutsche, Dresdner and Com-merzbank) have streamlined one cumbersome venture capital concern they jointly set up a decade ago, and are striking out on some new paths. So too are the savings banks. Even the conservative insur-

ance companies, most of which would not have touched venture capital activities at all a few vears ago, are moving gingerly into the scene.

There is no one reason why
this activity has erupted so

suddenly. Part of the explanarion lies in the switch in late-1982 to a Centre-Right Government after 13 years of Centre-This helped improve the atmosphere for entrepreners

ven if the tax and other policy

changes made by the govern-ment have not so far full lived up to the hopes of business.
Another part of the reason is the continuing high level of unemployment, still stubbornly over the 2m mark, and the growing conviction that the cyclical economic upturn now being enlayed will not change the jobless problem a lot.

high technology, high-growth sectors which may supply tomorrow's jobs—and the mush-rooming of companies with venture capital available for investment is just one sign of

publicity so far. The less posi-tive side is that of the estimated DM 700m in venture capital available, only about one-tenth hs been invested up to now.

Many of the projects supported look good—mainly in "high tech" fields like computer had and software, bio and laser technology, integrated circuit testing and so forth. But that still leaves a lot of venture capital available and the sum seems to be growing all the time.

Could it be that the German problem after all was not too little cash but too few ideas? If so, the "venture scene" which took off like a rocket may come down like a stick. The real answer is more com-

plicated than that. The venture capital companies receive lots of applications from building entrepreneurs but most of the proposed schemes—some say as many as 90 per cent of them—go In many cases the applicants have technical expertise, but

are wholly lacking in basic management skills like financial con-That is the encouraging side of the coin, and probably the one which has received the most publicity so far. The less resi trol and marketing. Venture for advice.

But there is still a lack of the in-depth management expertise needed as a link between the venture" ideas and the capital available

available.

There is—so far—no tradition in Germany of venture capital companies, which, accompany young outfits with advice as well as funds until the entrepreneurs are ready to "go public" on the stock market.

In this respect the Germans

are not only worse off than the U.S. with more than 600 venture capital companies, but also than Britain, where there has been more direct feedback from the U.S. scene.

the U.S. scene.

This may well turn out to be just a "teething problem."
But there are other difficulties, with deep psychological and historical roots, which will take longer to clear.

For one thing, the question is not just how much cash and

German business in figures

	Change over previous yea in % (averages)			
	11 % (a	verage	S)	
New orders (in real terms):	1982	1983	198	
Manufacturing industry Domestic		+ 2.7	+ 6.	
Foreign Mechanical engineering, domestic	- 6.2	+ 3.1 + 1.8	+ 3. +12.	
	2.9 -	- 3.6	+ 3.	
Production in industry		- 0.5	+ 3.0	
Exports (value)		+ 1.0	+ 0.:	
Y-ports (value)		+ 1.1	+12.5	
Imports (value)	+ 2.0 -	+ 3.7	+11.	
CASE OF MAINE	¥ 59 .	+ 3.3	+ 2.	
Industrial producers' prices	+ 5.8 -	† 1.5	+ 2.5	
Export prices (industrial goods)	+ 4.8 -	+ 2.6	+ 2.	
Import prices (raw materials)	- 0.5 -	- 4.9	+ 8.	
Unemployed persons (thousands)	. 1,833	2.258	2.26	
Unemployment ratio in %	. 7.5	9.1	9.	
Wage costs per unit of output	+ 40	- <u>1.1</u>	- 0.9	
Hourly earnings (in industry)	+ 5.8 +	- 3.7	+ 3.3	
Productivity (in industry)	41ē -	+ 4.9		
Capacity utilisation (industry) in %	76.8		+ 45	
GNP (in real terms)		78.6	80	
World industrial weakustian	- 1.1 -	+ 1.3	+ 2.0	
World industrial production	3.9 -	3.2	+ 7,;	
	Source:	Dresdner	Bank	

The battle is on to encourage straight into the waste paper advice is available to those wanting to establish their own businesses, but how much out-side influence the entrepreneurs are ready to accept.

Germany has a long tradition of fiercely independent, small and medium-szed businesses, often in the bands of the same families for generations. They abbor the idea of outsiders nosing into their affairs, which is one reason (among many) why the form of the AG-joint stock company—is relatively unpopular compared with that of the Gmbh—the limited lia-bility concern.

The tradition lives on in those entrepreneurs even in those entrepreneurs even in "high tech" fields—who prefer to struggle on more or less alone, rather than run the risk of domination by venture capital outfits and the big companies which back them which back them.

A further problem is the stigma attached to failure in West Germany. In the U.S., an entrepreneur who fails at his first attempt often gets credit for trying, and for the experience gained as he tries

In Germany, the lkielihood is that if you flop once you're finished. The system does not encourage you to pick yourself up and have another go. Things here the put to have th are changing here too—but slowly.

Finally, there has so far been a marked lack of of training in busness administration at German institutes of higher education, and too little flexibility allowing interaction between different disciplines (fo example, in opto-electronics).

Moreover, close contacts between academic life and between academic life and industry (best exemplified, perhaps, by the links between Stanford University and the Silicon Valley companies of California) have been conspicuous in Germany by their absence.

This too is changing. One prime example in the big effort in West Berlin to loster contacts between the Technical University there are industrial companies, especially new ones in high-technology fields. In sum, venture capital is now available in plenty, rigid attitudes to entrepreneurship arc altering-but a lot remains to

Baden-Württemberg, one of West

priented states, is recognized worldwide

for productivity and for its achievements

For the contributions of such pioneers as

Gottlieb Daimler, who designed and built

Helping to meet the region's strong

demand for resourcefulness in inter-

national banking, Landesbank Stuttgart

ranks among southern Germany's lead-

ing banks with assets of some DM 29 billion.

and offers a full range of commercial and

investment banking services - including

expertise in all lacets of export and import

Through its intimate knowledge of the

local market, the Bank can introduce its in-

ternational customers to potential trading

partners and new business opportunities.

the first commercially successful motorcar.

Germany's most prosperous, export-

in science, technology, and industry.

Where money is productive Landesbank Stuttgart Wardenness Linds



Changeover to flexible work practices

Labour JOHN DAVIES

TRADITIONAL working concepts are being more and more

unions for shorter working

less severe in West Germany than in some other countries, it is developing into a greater political worry for the government of Chancellor Helmut Kohl.

In factory negotiations all over the country, union officials tried to block flexibility as much as possible, and some companies, too, have been wary of straying too far from estab-

American in the second of the

of her all horizon

in this bat be partied to

merial in man & section of the secti

stated and the state of the sta

attailer ir is the

վորի Ռայլ ... Eicht weiß

1 terfaction #6.

・一にいる時に

'ATDIC COMME

en a hark bate

Partitional Prints

1:14 Teles areas are planned by a

reased bit

acreald and to

miaris, Gr

Partners to the ball

ion and thus 😉 refere 🕸

Part sampt two pa

: " . rtieras " are k

it ... t.crown &

The Bell Mar. . п чис г**ербаб9** through the Service of the servic THE PARTY OF THE P re thought the

ındin

Unemployment remains high even though the economy has been staging a modest recovery over the last two years. The chances of a sizeable decline in the foreseeable future are not rated very strongly.

In an attempt to improve the job market, the Sonn government has already introduced measures to encourage early etirement; and more recently it has been arguing the case for liberalised labour laws.

As well as regulating arrangements for job sharing, the government has been proposing to enable companies to take on memployed workers — or workers threatened with un-employment—on limited con-tracts, rather than giving them permanent jobs.

For their part, the metal and printing industry unions based their campaigns for a 35-hour working week on the argument that it would create or save jobs and so reduce unemploy-

nent.

IG Metall, the metalworkers' union, claims that as many as 70,000 to 80,000 jobs were saved or created by the agreement to cut the working week in the metal industries from 40 to an average of 38,5 hours from

April I.

While the job-creation effect of the cut in hours is disputed, the campaign helped to open the door to more flexible work-

Flexibility was one of the key parts of the compromise agreement ending the bitter conflict in the metal industries, questioned in West Germany which culminated in seven weeks of strikes, lock-outs and in the face of social and economic pressures, there is more scrutiny of the possible advantages in flexible working help offset the cost of the hours, job sharing, different retirement arrangements, Saturday work and temporary contracts.

Conflict in the metal industries, which culminated in seven weeks of strikes, lock-outs and lay-offs in May and June last flexible arrangements would advantages in flexible working help offset the cost of the reduced any need to here more workers.

Under the sevenment it was

The rethinking process has been spurred along by the problem of unemployment and the campaign of some trade unions for shorter working according to the campaign of some trade unions for shorter working according to the campaign of some trade unions for shorter working according to the campaign of some trade unions for shorter working according to the campaign of some trade unions for shorter working according to the campaign of some trade unions for shorter working according to the campaign of some trade unions for shorter working the campaign of the c

straying too far from estab-lished practices for fear of creating new problems.

creating new problems.

But employers' representatives believe that individual plants will increasingly recognise that there are benefits in flexibility. Dr Dieter Kirchner, the head of Gesamtmetall, the metal employers' association, described the recent agreement as "a first step on the road to making ontimum use of a

making optimum use of a plant."

The agreement lays down that working hours must everage 38.5 a week during a period of two months. One practical result is that some workers, such as those with scarce skills, can remain on a 40 hour week, while others have a 37 hour

week.
But the union, with some employers readily conceding, has ensured that the great majority of its members actually have a 38.5 hour week, although the time off is being given in a variety of ways.

In some cases, workers now Teave 11 hours earlier on Friday afternoon or three hours earlier every second Friday (atthough in other cases they actually work longer on Fridays to ensure that orders are cleared

Volkswagen, workers get their shorter time off in the form of nine extre days off a year. nine extra days off a year.

For the employers, the great advantage is that the agreement further uncouples machine time from an individual's working time. It also enables employees, theoretically at least, to work 40 hours one week if orders are unplus grounds and 27 hours. running strongly and 37 hours another week if business has

Gesamtmetall believes that employers will want to make increasing use of flexibility in working hours in the future. IG Metall, despite its wariness, is also showing more readiness to consider more flexible working

hours.

Herr Hans Mayr, IG Metall's president, recently pointed out that the traditional trade union campaign, for shorter hours could be combined with the new movement" for more fierble hours.

A toront hereainer, he has

A tough bargainer, he has staked out the ground for future negotiations by declar-ing that further flexibility in working hours should go hand in hand with a new cut in the general working week. He has also ruled out flexibility in working hours if this simply serves the employers' interest in handling a fluctuating flow

of orders.

IG Metall, which in some ways tends to be a pacesetter in the West German trade union movement, insists that the 35hour week remains its goal. Herr Franz Steinknehler, the deputy president, has even pre-dicted that workers will have a 30-hour week—and a higher standard of living—by the end

Wage demands

In practical terms, however, the thrust of its demands for the union has not yet decided the next battle with metal industry employers, expected in 1986-87. It is conceivable that It will concentrate on wage de-mands, while allowing the complex arrangements for working hours to settle down.

On the other hand, some employers are keen to make more economic use of plants and might trade off further flexibility for a form of shorter hours. ensure that orders are cleared before the weekend).

In some instances, such as ity than a cut in the working



Women architect at work. Social and economic pressures are creating better careers prospects for German women but full equality of opportunities with men is still far from being realised

While this is all grist to the political mili in Bonn, it may actually stimulate further interest in such flexible schemes

In some instances in the metal industry—as well as the chemical industry—older wor-kers have already been given or have opted to take shorter working hours.

The issue of Saturday working has also been raised, notably by Herr Norbert Bluem,

strongly against this idea. Gesammetall also tends to play

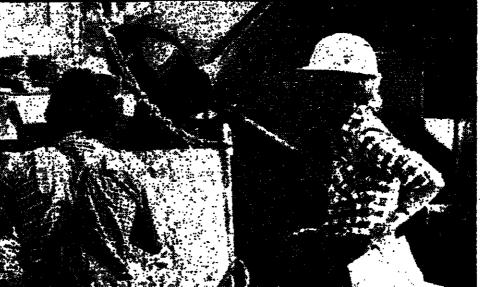


week, but lately there have been suggestions from some Bonn politicians that in fact later retirement might be necessary to ensure that the growing number of pensioners can be adequately supported by the

as phased retirement and job

the Labour Minister in Bonn, who sees this as a means of allowing more economical use The trade unions have reacted

down the issue, although Dr Kirchner, with his interest in arangements, has remarked that



IMPACT OF THE STRIKE Output and demand Seasonally Adjusted 340 Real GNP (1) 320 300 Orders received by manufacturing sector 1980-100 110 105 from abroad 130 Last Spring's Strikes 120

Energetic pursuit of markets

IF IT'S MONDAY it must be Australia! Herr Peter Jungen, 45, is a man on the move at the head of a notably success. ful German-based "mini multinational" concern.

During the Jungen era, PHB Weserhütte (PHW) of Cologne has become one of the world's leading bulk materials handling companies.

With annual turnover of well over DM 1bn and with more than a score of subsidi-aries and affiliated companies aries and amutated companies on four continents, PHW is Jontinuing to expand (most recently in Holland and France). And wherever there is a new acquisition to be made, the ubiquitous Herr Jungen seems to be on the

It is thanks to Herr Jungen in its present form at all.
After gaining an economics degree at Cologne university,
Jungen worked for a time as assistant to Herr Otto Wolf, chief of the steel trading and capital goods concern of the same name.

From there he joined the board of Weserkütte, a mining plant and machinery com pant and machinery course pany owned by Wolff, and was instrumental in pushing through a merger in 1980 with PHB (Pohilg-Heckel-Bleichert), a mining plant and machinery outfit.

So it was that a group emerged which could offer customers a full range of materials handling equipment from mining and loading machinery to mechanical feeders. That range has been one key to the success which kept PHW in the black even during the recession years when many rivals were plung-ing into deficit.

ing into deficit.

Another has been Jungen's drive to attack foreign markets (which account for more than 80 per cent of turnover) from the inside.

By establishing (or acquiring) footholds on the inside of foreign markets, PHW not cally her hear which insulate.

only has been able to insulat itself against the impact of exchange rate fluctuation. It has also gained a varied palette of international financing benefits. One example from many. For one major deal in Indonesia, PHW was able to



keep the cost of excavating equipment down with the help of a German Government export scheme; its Japanese partner gained Japanese Government funding for conveying equipment on which PHW was a sub-contractor; and the ship leader for the protect was a sud-vinitation; and the ship loader for the project was delivered through PHW's North American subsidiary which qualified for Canadian Government finance.

With deals such as this constantly in the making, it is small wonder that Jungen covers several hundred Mon-sand kilometres a year in the air—without, apparently, suf-fering jet lag.

Ironically, this group with so international an outlook is the object of a long and bitter squabble between its main shareholders — Otto Wolff with just over 50 per cent and the Hoesch steel concern with just under 50 per cent and the steel concern with just under 50 per cent steel concern with just under 50 per cent steel concern with just under 50 per cent steel concern with steel concern steel st per cent. Hoesch would love to merge PHW with its construction machinery com-pany Orenstein and Koppel, but so far Wolff has firmly said no.

This ownership creates occasional waves at home, but in the far corners of the PHW empire -where most of the business is now done-it no doubt looks more than a little irrelevant.

Apart from PHW an? a strong interest in politics, Jungen is also vice-president of the German Mechanical Engineering Association and president of the German-Australian Association (Australia is a key element in the PHW jigsaw). In what little spare time he has, Jungen likes jogging. He hardly needs the exercise.

Jonathan Carr

Nixelor reverses confinental drift

illions of years ago, Europe, Asia, and Africa Were one land mass. Then, they began, imperceptibly, to drift away from one another - until they wound up being continents apart. If you lived in Asia, it was almost impossible to do business successfully in Africa. Or Europe, for that matter.

Nixdorf has changed that. So that people who live in different hemispheres can work as if they are Sitting at the same table.

Nixdorf software makes it easy for them to communicate with one another, convert currencies, Operate within each others' legal codes, do business, and have fun doing it. With a Nixdorf network, your people in different worlds need never suffer from culture shock. They can work smoothly together, and report to headquarters with the kind of information headquarters can use.

Things that used to take months to get straight now take minutes.

And executives can access talent and information by using the whole wide world as a resource.

Tapping that kind of resource, and that kind of market can bring real results to a corporation. Economic results.

So if your company is looking for ways to broaden its markets and its outlook, look no further.

Contact Nixdorf. Let us show you how our global approach to business can work for you. And how our experience in over 40 countries of the world can help your venture succeed faster than you ever thought possible.

Our products are reliable. Our service is worldwide. Our security is unbreachable. Our software is easy to learn, and easy to use. And our price is right. Give us a call. We'd like to come and sit at

Nixdorf Computer AG Fürstenallee 7; 4790 Paderborn West Germany, Tel. 5251/506130



FINANCIAL TIMES **EUROPEAN SURVEYS** 1985

If your business interests concern Europe then you should be aware of the following comprehensive surveys that the Financial Times is proposing to run for the rest of 1985.

SWITZERLAND May

TURKEY

EUROPEAN PROPERTY

NORTH RHINE/WESTPHALIA June

BELGIUM YUGOSLAVIA

ELECTRONICS IN EUROPE

WEST GERMAN BANKING AND FINANCE

FRANCE

NETHERLANDS BANKING, FINANCE AND INVESTMENT July

PORTUGAL

October **SWEDEN** GREECE

WEST GERMANY PORTUGUESE INDUSTRY FRENCH BANKING AND FINANCE

November

LUXEMBOURG NETHERLANDS NORWEGIAN EXPORTS

ITALIAN BANKING

December SPAIN

SWISS BANKING, FINANCE AND INVESTMENT NORDIC BANKING, FINANCE AND INVESTMENT

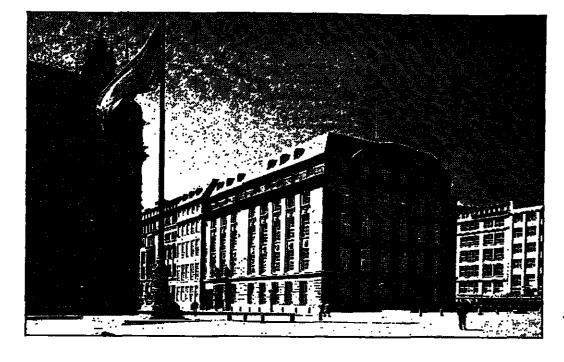
YUGOSLAV TRADE AND INDUSTRY

For further information please contact your usual Financial Times representative or Bob Leach, Bracken House, 10 Cannon Street, London EC4P 4BY. Telephone: 01-248 8000. Telex: 885033

FINANCIAL TIMES EUROPE'S BUSINESS NEWSPAPER

The size, content and publication dates of Surveys appearing in the Financial Times are subject to change at the discretion of the Editor

> Your direct link in all international finance transactions: Vereins- und Westbank.



Vereins- und Westbank is one of the leading regional banks in Germany with a network of 265 branches and international offices.



Telex: 24012

Bead Office: Alter Wall 22 D-2000 Hamburg 11 Phone: {40} 3692-01 Miami Agency: 1200 Brickel Avenu Miamí, Florida 33131 Phone: (305) 372-9000 Tolex: 441 747

Seagract Building New York, N.Y. 10152 Phone: (212) 838-9292

San Martin 140 - 18th floor 1004 Buenos Aires Phone: (541) 34-8878

aternationale S.A. r . 2311 Luxembo Phone: (352) 477650-1

Powerful competition from other countries

Electronics

JOHN DAVIES

WITH HUGE resources of cash and skilled manpower, Siemens is pushing ahead with a major programme of research and inrestment to secure its future in the rapidly-changing world of electronics and communications. The sheer size of Siemens outlay and the vigour with which the company has embarked on its mission have helped to buoy up West German confidence in the face of U.S.

and Japanese competition. West German industrialists are sensitive to sweeping claims that they have fallen behind in technological developments. They are quick to point to many areas where their products are both innovatory and successful

internationally But in some key areas of electronics and computer develop-ment, it is clear that West Ger-many—and Europe—have been

many—and Europe—have been outstripped by other countries. Both government and industry, however, are keen to narrow the gap.

The dilemma of companies facing powerful foreign competition has been highlighted lately by events at Grundig, the suddenided concern. The new audio-video concern. The new management team announced that Grundig made a heavy loss in 1983-84 and that jobs were threatened.
Grundig has not only had a

long battle with determined Japanese rivals. It has also been confronted with consumer electronic markets showing signs of saturation. Its labour force has already shrunk drastically to 24,000, from more than 38,000 in 1979.

Now that management control has been taken over by Philips of the Netherlands, Grundig evidently faces further changes. Siemens, as part of its ambi-

tious plans, has teamed with Philips to co-operate in basic research aimed at developing far more powerful microchips. The Japanese, among others. are already beavering away at such developments.

Slemens has been producing 64-K microchips (able to store more than 64,000 bits of community data) before a producing the such as the su

puter data), before embarking this year on output of the more powerful 256-K microchips at its plant at Villach in Austria,

Under its so-called "mega-project," it is building a new plant at Regensburg where it aims to start production of 1-megabit chips (capable of storing over 1m bits of data) in 1987. After that, it hopes, pro-duction of 4-megabit chips (4m Siemens has spent a total

of about DM 2.2bn on investment and research in its mega-project over the next few years. But in other areas, too, it is embarking on what Dr Karl-heinz Kaske, the chief executive, has called a "quantum leap" in investment.

Mechanical

engineering

JONATHAN CARR

AFTER THREE years in the doldrums, West Germany's mechanical engineering indus-

try recovered strongly in 1984

Use of capacity is over 85 per cent and increasing. Production in real terms looks likely to be around 5 per cent above

Even the country's industrial

plant makers, long suffering not least from the fall in orders

from the oil-producing countries, now have better news.

Last year's orders intake totalled DM 18.5bn (\$5.8bn).

after DM 14.2bn in 1983, with domestic demand up particu-larly strongly (by 47 per cent)

Thanks to the upturn, the sector—the country's biggest

industrial employer—was able to boost its labour force slightly

last year to just over 1m. Another 30,000 jobs are expected to be created in 1985.

the number of those on short-time work—from a recession-induced high of 182,000 at the start of 1983 to 24,000 at the

It was buoyant export demand above all which pulled

the sector out of its trough

last year, despite strikes in the key metalworking and printing industries in the spring. Deliveries of engineering pro-

ducts abroad rose by 9 per cent

to around DM 80bn, and the

order figures indicate a further boom can be expected this

year too.
Thanks above all to the soar-

ing dollar, exports to the United

States were up by 31 per cent to DM 8.2bn—making the U.S. German engineering's biggest

single foreign customer (ahead

of France),

end of last year.

The improvement is reflected still more clearly in the fall in

the 1984 result.

-and this year is set to fare even better. Orders are boom-ing—in January alone they were up by 24 per cent in real terms against a year earlier.

After an outlay of DM 2.4bn Bundespost to back down over in 1983-84, Siemens is boosting its monopoly position in the its investment spending during marketing of the so-called cord-its current financial year to less telephone (schnurloses between DM 3.5bn and DM 4bn. Telefon) and is keen to win Including research and training Including research and training, it will outlay a total of about DM 9bn this year on "future-

In its strategy, Siemens has singled out as its main growth areas the fields of integrated circuits, office electronics, public communications networks and factory automation. Investment is being stepped up particularly

oriented" activities.

strongly in these areas.

With the introduction of the
1-megabit chip, Siemens is
resigned to being behind the
Japanese, but less so than has been the case in the past. Evidence of Siemens' determination to win a strong posi-tion in the microchip market is its plan to step up involve-ment in the U.S. It has been seriously studying plans for a microchip assembly operation in the U.S. by about 1990.

In its wide-ranging activities, Siemens is also setting high store on its Hicom office telephone exchange which incor-porates voice, video and data transmission. The system has been introduced in line with the Bundespost's plans for bringing about an integrated network of telephone trans-

mission services. Other manufacturers, including Nixdorf and SEL, are also

The question of liberalising the telecommunications market increasingly political issue in West Germany. Herr Martin Bangemann, the Economics Minister and leader of the small Free Democratic Party (FDP), is fighting a running battle to

and regula

A boom in orders

Exports will not provide the

only strong boost for the sector this year. The mechanical

engineers stand to gain in par-ticular from the trend to stronger domestic industrial investment, likely to rise in 1985 by about 8 per cent in real terms.

German industry has an investment "backlog" caused largely by the recession years and is now seeking to catch up

—especially with the applica-tion of electronics to products and production methods.

So it is that those mechani-

cal engineering sectors with a high microelectronics input, such as printing, textiles and plastics-processing machinery, have been among the first to

emerge from recession.

Despite the numerous encour-

aging signs, there are shadows too. For one thing, in this highly-diversified branch there

are naturally sectors not shar-ing in the general upswing.

They include the producers of agricultural machinery, whose sale are hit by the sharp fall in farmers' incomes: and

fall in farmers' incomes; and the makers of building machinery, suffering from the continuing trough in the con-

Further, that rise in German

The top engineering companies

Share of world export market

% share

21.8

11,6

9.3

exports of 9 per cent last year was accompanied by a boost of 15 per cent in German exports.

(Year ending September 30 1984)

(Year ending December 31 1984) GUTEHOFFNUNGSHOTTE

(year ending December 31 1984)

(Year ending June 30 1984)

1. West Germany 23.5

2. U.S.

3. Japan 4. Britain

struction industry,

THYSSEN GROUP

FRIED. KRUPP

MANNESMANN

With the integration of data processing and transmission, the Bundespost's longstanding mono poly control over the telephone is being increasingly regarded as hindering innovation. As a result, an expert committee appointed by the Federal Government is to examine how the Bundespost can best adjust to the new and fast changing

With the far-reaching changes under way in electronics and communications, this brauch of West German industry has been showing rapid growth rates. Al-chough it has been helped by West Germany's recovery from recession, it has been stimulated above all by industry's efforts to adjust production processes to take advantage of the new

technological developments.

Overall, the country's electrical engineering industry showed a production increase of 8.7 per cent last year and executives have been conservatively forecasting an increase of perhaps a further 6 per cent this

Production rose much more substantially in the strongly in-novatory areas of data processing equipment (up 33 per cent) and electronic components (up 22 per cent). There was also a what is regarded as a key part hefty increase of 15 per cent in of the office telecommunications output of measuring and reguequipment market in the years lating equipment and 11 per ahead.

cent in communications equip-

ment.
Although consumer electrois showing signs of becoming an nics remained a weak area, the electrical industry overall has left recession well behind, with last year's increase capping a 1.9 per cent rise in 1983 following two years of decline.
One of the encouraging signs

force the Bundespost to give up control over the introduction of as a whole began taking on devices to be used in conjunction with the telephone.

He succeeded in forcing the do frecovery is that the industry as a whole began taking on workers again, building up its labour force by 25,000 to 936,000 at the end of the last year.

guioment for electricity

output and energy

Data and

Source: ZVEI

That still left the Germans

with an engineering "trade surplus" of DM 48.2bn—but

Surplus" of DM 48.2bn—but there are some warning signs. One is that even with the dollar's rise, the United States was still able to increase its exports to West Germany by 18 per cent to DM 6.4bn.

The Japanese boosted their exports by still more—35 per cent to DM 2.9bn (against a rise in German exports to Japan of 10 per cent to DM 1.1bn). Since the U.S. and Japan are the two leading competitors for the Germans on world markets, the warning is clear enough.

world markets, the warning is clear enough.

A key reason for the performance of the U.S. and Japan was the strength of both countries in the office and

information technology sector. West Germany's imports overall

in this sector rose by no less than 29 per cent in 1984 to DM 12.2bn.

DM 12.20n.

Germany's exports of office and information technology products rose sharply, too—by 20 per cent to DM 10.40n. By

sector, this was the fastest export growth rate last year after that of textile machinery (up 22 per cent).

Overall, the balance of the German mechanical angineeries.

German mechanical engineering sector is clearly positive—but there are no grounds for complacency.

Turnover (DMbn) Employees

1983

U.S.

Japan

Germany

spare %

26.6

12.6

3.7

Germany

Source: West German Mechanical Engineering Association (VDMA).

Japan Britain

Italy

133,000

66,000

104,600

23.6 20.3 15.0 8.0 7.8

ELECTRICAL INDUSTRY

1984 Structure of production

(white goods) 8-5%

HELMUT LOHR



Helmut Lohr: key business

Guardian sector

DR HELMUT LOHR Is quick to proclaim the technological prowess of the West German electrical engineering industry. "No other country has an electrical industry which has attained such leading posi-tions in so many internation-

ally competitive fields," he In springing to the defence of German technological ability, Dr Lohr is expressing views often asserted by business executives. What is some-what more striking in Dr Lohr's case is that he himself heads a company which is

largely in American hands. Dr Lohr, now 54, has been chief executive for the past nine years at Standard Elek-trik Lorenz (SEL), which is 85 per cent owned by ITT, the communications concern

and business conglomerate. SEL has always endeav-oured to present a German profile, in keeping not only with its own inclinations but also with the aims of ITT's original corporate construc-tors. Within the worldwide IIT group Dr Lohr has a reputation as a strong guardian of West German interests

The U.S. connection notwithstanding, Dr Lohr was elected last year as president of the Electrical Engineering Industry Association (ZVEI)

Industry Association (ZVEI)
—in effect to act as leading
spokesman for the West
German electrical industry.
By profession an electrical
engineer, Dr Lohr was a
senior executive with the
telecommunications division
of the Bundespost before
joining SEL 20 years ago.
After taking over from Warre After taking over from Herr Dieter Mochring as chief executive in 1976, he has demonstrated a determine approach in bringing problem areas into order and in asserting SEL's role against such major competitors as Siemens

equipment.
Dr Lohr backed an ambitious effort which led to development of the System 12 digital switching equipment, for which ITT and SEL have

in the area of communications

been finding markets world-With the increasing merger of communications and computer technologies, SEL

has moved recently to broaden its knowhow in the computer area. It has taken an inking 49 per cent stake in Compu-tertechnik Mueller (CTM), the data processing company, as well as a strategic 12.7 per cent stake in ADV/Orga, the cent stake in ADV/UKA, the software house which recently went public.

SEL which contributes more than half the sales revenue of ITT's 56 subsidiaries in West Germany.

will also account for the lion's share of ITT's increased liou's share of FIT's increased spending on investment and research in the country during the next five years.

FIT's links with the SEL business go back to the prewar years when Colonel Sosthenes Behn was international group of communications companies, each with a strong local identity. SEL became a major manufacturing unit in the FIT network.

the ITT network.

With ITT currently unravelling some of the widely diversified conglomerate elements acquired during Harold Cavacal

Geneen's rign, there has been speculation that even SEL might be loosened somewhat from ITT's control through the sale of some of its holdings to West German interests At SEL, Dr Lohr has pre-

sided over a steady growth in group sales revenue to about DM 4.5bn a year and has seen profits recover from severe setbacks during the mid- to late-1970s. Its audio-video operations, once in deep trouble, have been profitable In addition to his standing in government circles in Bonn, Dr Lohr is a; key business figure in the state of

Baden-Wuerttemberg, with SEL's headquarters in the regional administrative centre of Stattgart. SEL is one of the major local industrial concerns nur-

tured by Herr Lothar Spacth, the premier, who is keen to promote the development of promote the development of high technology in his state. John Davies

ه کندا من المرهول

PROFILE: EBERHARD VON KUENHEIM

Outspoken motors chief

HERR EBERHARD VON KUEIheim is a man with style. He manages to display a cultivated air of dash and confidence in carrying out his role as head of BMW, the prestige car and motorcycle maker.

He is also a man who speaks out, controversially—a tendency that keeps him in the news and wins both friends and foes, Now 56, he has held the top job at the Munich-based con-cern for 15 years, the longest service of any chief executive in West Germany's motor

whice industry.

When he went to BMW in 1970, the company made 161,000 cars. Last year, despite a seven-week shutdown during the metal industry dispute, BMW turned out nearly 432,000 cars and has set its sights on about 460,000

this year.

Froduction is due to rise even more once BMW's new plant at Regensburg starts up. Assembly is due to begin in autumn next year, with steady expansion planned for the en-

The second secon

this was be

to biscare were to be a facility of the facili

1 ven

" Lattion to the

COTTON SE

ALINA COMME

er a birle beiter.

of rai frame इ। क्षित्रेद्धाः इ

. W. Caller Branch Prazed to be

Complete. hinglig, for t 37 xxii p女

'''' 25' (AIN 依

There's BES

ं ; - ला 'घा ह : - जा 'बा ह

. :57 Tb v) is the state of

the state of the s

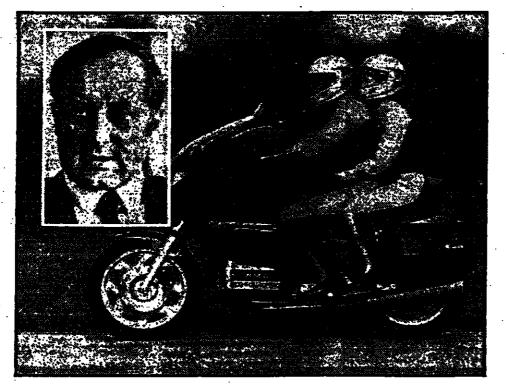
. posteri

-- 3 1946

in napri

ing years. In Herr von Kuenheim's time, BMW has become much more international. In 1970 the company earned just over a third of its sales revenue abroad; now the figure is more than 60 per cent. Like many other West German exporters, BMW has been revelling lately in U.S. sales, but it has also been building up sales in the difficult Japanese market. apanese market. Herr von Kuenheim pre-

sides over this thrusting domain with a somewhat aloof superiority peppered with flashes of controversial, some-



Eberhard von Knenheim (inset) and RMW's new K190RT, top of the company's new K series range. Developed at a cost of DM 500m, these new models have lifted the group's fortunes in the two-wheel market

the level but also the tempera-ture of discussion. But he stressed early in the debate the need for a European-wide solu-tion to pollution controls.

In labour relations, Herr von Kuenheim has also sought to influence developments with some innovatory thinking which has not always gone down well with others. During the wrangling over demands for shorter working hours, Herr von Knen-heim advocated a model involving a 36-hour week but longer factory operating times, including Saturday work.

Herr von Kuenheim voiced alarm at the shutdown of much of the motor industry during the dispute over shorter hours, but at the same time nurtured relations with his workforce and its union representatives.

fiashes of controversial, sometimes extravagant, headline.

His comments during the twists and turns of Germany's exhaust emissions debate were often caustic, raising not only to cast doubt about future in the controversial, sometimes, and its union representatives.

Some of his remarks have holders in BMW. This then paved the way for his assignment to the top job at BMW.

Since then, Herr von Kuenheim has set wider goals for

employment plans at the new Regensburg plant, but managed to allay the concern of local trade unionists and politicians. Herr von Kuenheim's polished

image tends to distract attention from his technical background. After his schooling was interrupted by war service, he obtained the Abitur — or higher school-leaving certificate — in 1947 and then underwent technical training at Robert Bosch, the electrical and vehicle components company, in Stuttgart.

He went on to study mechanical engineering at the technical university in Stuttgart. His career later took him into an executive job involving some of the diverse industrial interests of the Quandt family,

BMW, especially abroad, and has steered the company through the bumpy patches of two oil crises. Lately, the company has felt the impact of an unsettled domestic market, arising from the controversy over fighter controls.

The motorcycle business, long in the doldrums, gained a new lease of life at RMW with the introduction of the company's new K-series models at its revamped plant in West Berlin more than a year ago. Although the overall market for motor-cycles declined last year, BMW's production and sales rose 20 per cent to 34,000.

It says something for the image-consciousness of the company and its chief executive that BMW's round-tower administrative headquarters in Munich also exhibitions.

John Davies

U-turns on pollution controls

Motor vehicles

JOHN DAVIES

HERR FRIEDRICH Zimmermann, West Germany's Interior Minister, must know the feelings of a motorist who has strayed into a complex maze of one-way

streets, with a host of back-seat drivers all shouting con-tradictory advice. As the Minister responsible for the environment, Herr Zimmermann embarked boldly on a plan to tighten car emission controls, only to find that the road ahead was far

obstacles than he expected. Her Zimmermann proclaimed two years ago that be intended to make it compulsory for new cars to be equipped with catalytic converters to reduce exhaust pollution from the beginning of 1988.

more tortuous and strewn with

The ensuing debate eventually led to a new formulation which the West German motor vehicle industry as a whole regarded as more practical. The EEC agreement provides scope for development of the lean burn engine as a means

of meeting cleaner exhaust requirements. It has also presented West Germany with the embarrassing problem of cutting some of the tax concessions which it had aboriously drawn up to offset the extra cost to motorists of buying a car equipped with a

catalytic converter. Herr Zimmerman, a resilient politician, asserts that Bonn has played a vanguard role on the issue of pollution. It has, he says, induced car manufacturers and the other EEC countries to take action, even

though this will be later than he originally hoped. But the controversy within West Germany long appeared to be dragging on out of all control, with conflicting control, with conflicting proposals and varied criticism coming from politicians of all

government leaders, notably agreement with its partners. Herr Lothar Spaeth of Baden. The controversy has also e Wuerttemberg.

In a decision last September, the Cabinet agreed that new cars should observe U.S. emission standards by 1989 (or by 1988 in the case of larger cars) and that motorists would be offered tax incentives to buy the so-called "environment-friendly" cars voluntarily

The government made clear it considered that catalytic converters were the only practical device to reach the required emission standards. The whole complex plan was then substantially changed in March in face of the Bonn government's need to reach a compromise agreement with its European Community partners.

Under the compromise, tighter emission standards—to be based on U.S. standards—are to be introduced in stages over six years starting in October

Smaller cars will be allowed more time before being required to observe tighter emission controls—a concession to France, Italy and the UK. In addition, new models of cars will have to observe tighter control before existing models. controls before existing models.

There was some talk of West

Germany going it alone, but the practical reality was always that if Bonn were to continue taking its EEC role seriously it could not avoid a compromise over shorter working hours,

Vehicle production

Domestic production

Production abroad

Commercial vehicles*

Exporting from West Germany

* Including trucks, buses and other commercial vehicles.

The controversy has also embraced the issue of whether there should be speed limits on West German autobahns, a proposal advocated by environmentalists as another way of reductions. The work of the uncertainty which is stopped most motor weeks in May and June.

With some exceptions, car makers also felt a weakening in the market later in the year, attributed to the uncertainty ing exhaust emissions. The government has initially managed to sidestep this issue by organis-ing field trials.

It is hardly surprising that many motorists have reacted to all this uncertainty by simply postponing plans to buy a new car.

Automobile Industry The Association (VDA) claimed in January that there was a "log-jam" of orders for about 400,000 cars which motorists had postponed. Although the VDA has been accused of exaggeration, new car registrations in the first two months of this year were down 17.3 per cent on a year earlier.

The car makers, concerned at the effect on the market, pressed for some time for clarity on the emission control issue and now that the EEC compromise agreement has been reached, they are hoping for a substantial recovery in the market.

Last year, new car registra-tions in West Germany declined 1.4 per cent to 2.39m, down from 2.426m in 1983 and well

change

Manufacturers lost output of an estimated 427,000 vehicles of all types—including cars and

commercial vehicles—during the seven-week dispute, but made up about a third later in the year. As a result, car output of 3.75m was down 3.2 per cent on the previous year and was a sizeable distance behind the peak output of 3.93m cars in 1979.

Commercial vehicle production, which has been languishing for some years, registered a further decline last year. On the other hand, production of trucks at West German plants abroad showed a recovery, with an uplift in some markets. With export markets strong, above all the U.S., car makers were anxious to keep up supplies as much as possible and managed to achieve record exports of 2.196m last year, an increase of 0.3 per cent on the previous year.

previous year. The booming market in the U.S.—and the high dollar—gave a strong lift to the earnings of Daimler-Benz, BMW, Porsche and Volkswagen/Audi. On the other hand, Ford and Opel, as local subsidiaries of U.S. concerns, have been forced to concentrate on the tough battle for

European market shares, In the hope that the domestic car market now will move ahead, VW recently announced it would take on 1,000 extra workers, after having called a halt to recruitment late last

VW cut the average working week in its plants from 40 to 38.5 hours from the beginning of this year under its separate two-year agreement with IG Metall, the metalworkers' union.

Other car companies intro-I under an agreement lasting at least 18 months. In most cases, however, the shorter bours are being taken in the form of extra days off.

Recovery and high dollar boost competitiveness

Chemicals JOHN DAVIES

WEST GERMANY'S chemical. companies have been going from strength to strength, boosted by economic recovery and the high U.S. dollar. This year, even though there are still some uncertainties, the chemical industry expects another solid take

houses of the German economy. The West Germans have found the chemical industry certainly that some of their U.S. producdoes not owe its success of the tion operations have actually past 2½ years only to favourable been hit.

market circumstances.

In recent years the industry, with its broad range of products, has in fact undergone deep structural changes which have improved its underlying competitiveness. Companies have repaired or discarded some problem areas and have set their sights increasingly on specialised, future-oriented lines of business.

been hit.

A case in point is Miles Laboratories, the pharmaceutical company which is part of the large-scale operations built up by Bayer in the U.S. in recent years.

A case in point is Miles Laboratories, the pharmaceutical company which is part of the large-scale operations built up by Bayer in the U.S. in recent years.

A case in point is Miles Laboratories, the pharmaceutical company which is part of the large-scale operations built up by Bayer in the U.S. in recent years.

A case in point is Miles Laboratories, the pharmaceutical company which is part of the large-scale operations built up by Bayer in the U.S. in recent years.

A case in point is Miles Laboratories, the pharmaceutical company which is part of the large-scale operations built up by Bayer in the U.S. in recent years.

A case in point is Miles Laboratories, the pharmaceutical company which is part of the large-scale operations built up by Bayer in the U.S. in recent years.

A case in point is Miles Laboratories, the pharmaceutical company which is part of the large-scale operations built up by Bayer in the U.S. in recent years.

uncertainties and to achieve growth, even if at a moderate pace, in the years ahead.

Because of these steps, there is a general feeling of confidence about the industry's foreign imports which got a ability to withstand the present price advantage through the currence relatives.

been facing the West German chemical industry is the economic growth rate in its major export markets, notably the U.S. Like other export-orientated sectors in West Germany, the chemical companies in terms of Deutsche Marks, and a pronounced decline in future might take off some of the shine.

The high dollar, however, has not been an unmitigated benefit.

could, likewise, have

picking up strongly.
One of the other uncertainties was personified in the form of Dr Abdulaziz Al-Jarbou, who visited West Germany recently visited West Germany recently as part of a European tour. Dr Al-Jarbou is an executive of Saudi Basic Industries Corporation (Sable) which, with U.S. partners, has begun producing petrochemicals in Saudi Arabia for export.

The West German petrochemical souding petrochemical producers have also been concentrating the micro on specialised markets.

taking a relatively restrained approach to the threat of comareign imports which got a price advantage through the currency exchange rate.

A related uncertainty that has been facing the West German chemical industry is the economic growth rate in its major expansion.

to feel under increased pressure to cut back their capacity to produce certain petrochemicals. Both Mobil and Esso of the U.S. have long been preparing plans to export a significant share of the Saudi petrochemicals now being produced, chemicals now being while Sabic itself recently dampening impact, although other export markets have been reached a distribution deal with Brenntag of West Germany. Brenntag, which is andirectly owned by Veba, the oil and chemical group, has obtained

rights to import Saudi products. notably polyethylene, into West

could have been affected. attachment to free trade, the support European moves to invoke emergency measures if imports should be seen to pose a threat of major disruption.

The European producers earlier this year formed their own separate association, and the members include the major interests.

There have also been calls for further cutbacks in European capacity. Executives of Hoechst, for instance, have recently pointed out that some momentum has been lost in
efforts to adjust European capacity to the market situation.
Another unsettling factor in

7.3 per cent rise in 1983.

and highly developed materials. the industry is the continuing BASF, for instance, now controvery in West Germany were able to make much better quality of production of the asserts that in polyethylene only over environmental issues. use of their installations, which west German chemical industry. The industry of production of the asserts that in polyethylene only over environmental issues. Use of their installations, which although the chemical industry were about 85 per cent utilised. In a long-term perspective,

ould have been affected.

With their traditional strong Industry Association (VCI). Industry Association (VCI). The increased volume of agreement with the China pointed out recently that the sales, together with more ecopetrochemical Corporation industry was spending DM 10m nomic use of capacity, has im(Sinopec) under which study less enthusiastic about trying to block or impose major restrictions on the Saudis. But they improve environmental protections aimed at reducing poliution, as well as the extra cost of operating plants with improved

products rising in domestic and export markets, the West

asserts that in polyethylene only over environmental issues. use of their installations, which of its business is in although the chemical industry were about 85 per cent utilised in a long-term perspective, sectors facing possible competition from plants in oil-production fr months of 1982.

also begun building up its work-

well as the extra cost of operating plants with improved environmental controls.

Virtually all types of emissions from chemical complexes have declined, even though production has increased, according to Prof Franck.

With demand for chemical products rising in domestic and products rising in domestic and other surface-active substances).

The pharmaceutical division of Hoechst has signed a contract with the Shanghai Institute of Pharmaceutical Industry for joint research into new medical substances for heart products rising in domestic and the parent companies of Bayer. BASF and Hoechst, surface-active substances).

The pharmaceutical division of Hoechst has signed a contract with the Shanghai Institute of Pharmaceutical Industry for joint research into new medical substances for heart products rising in domestic and therefore the continuing medical substances.

tory, future-oriented operations, locluding technical ceramics. new forms of high performance plastics materials, and biotech-duced artificially or obtained.

Hoechst recently signed an West Germans are among those industry was spending DM 10m nomic use of capacity, has im(Sinopec) under which study
less enthusiastic about trying to every day, directly and proved the profitability of groups will look at the possibility. chemical companies operations, ties for co-operation. The areas

Although the industry is to be considered include plastion. This included new investhighly capital intensive, it has tics, as well as "surfactants
ment in measures specifically also become a surfactants."

2 mids not be considered include plant intensive, it has tics, as well as "surfactants ment in measures specifically also be considered include plant in the surface of force again to more than duct area including disinfec-550,000. The parent companies tants, emulsifiers and other

nology. Moves to strengthen as in traditional Chinese medi-these activities are bringing cine, from plant extracts.

Research makes our future secure and keeps us young.

The achievements of BASF research in past and present are a sound basis for our future. In order to stay successful, we concentrate our efforts: on research for highly refined products such as new, improved plastics, dves and pigments; on bio and gene technology, from which we expect

decisive impulses for our activities in pharmaceutics, nutrition and plant protection. We carry out fundamental research in this promising area together with the University of Heidelberg, helping to create a research centre for molecular biology. There remains a great potential of opportunities for the future in combined application of chemistry, biology and medicine. With novel ideas, products and technologies, we will go on making our contribution to securing the nutrition and health of the world's fast-growing population.

Emphasis is also placed on devising and testing production methods of advanced technology, aimed at conserving raw materials and energy. In this way, we also increase the utility of oil as a raw material for the chemical industry, which makes for greater security of supply.

Novel and better problem solutions in our case are the result of future-oriented research in natural science and work at further technical development.

> One in ten of the more than hundred thousand BASF employees throughout the world works in research and development. We invest over a billion Deutsche marks in this, annually.

As a leading chemical enterprise, we feel committed to the future - the future of mankind, his environment and our company.

BASF Aktiengesellschaft D-6700 Ludwigshafen



Manufacturers have been looking for new business areas to compensate for declining aircraft orders.

Cartel authority blocks Bavarian connection

Aerospace PETER BRUCE

THE WEST GERMAN aerospace industry has spent the better part of the past 12 months with its feet planted very firmly on

The two flag carriers of the industry, Messerschmitt-Bölkow-Blohm (MBB) and its small but lively competitor, Dornier, have been variously the subject of financing deals, the predators in takeovers and in Dornier's se the focus of an unsightly family power struggle that is slowly working its way through

To be sure, both are still involved in the business of making things that fly, but with new aerospace business scarce (despite breakthroughs on new space projects and growing hopes that the so-called European Fighter Aircraft (EFA)
will soon be fixed firmly to the
crawing board) MBB in particular has been consolidating
and trying to buy its way into

new markets. most famous tank maker, Krauss Maffel, from the contraversial Flick industrial empire, after it had been rumoured that Britain's private sector tank builder. Vickers, was also in-

terested. It is still difficult today to say for sure whether MBB was acting on its own initiative then or not. The group for many years has been closely identified with the Bavarian Government (it is based in Munich) and in particular with Herr Franz Josef Strauss, the Bavarian leader, who makes no excuses for wanting to secure for his state as much high technology manufacturing as possible. 1.5 per
The other thing to remember lawyer.

about MBB is that like many other European aerospace concerns, its business is inextricably linked with central Government defence and trans-port policies and, hence, linked to Federal and state development handouts.

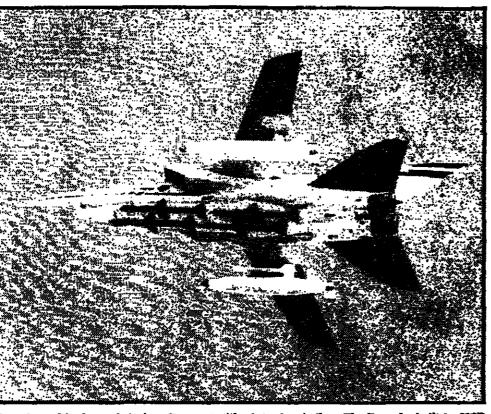
ally independent German cartel thorities in Berlin surprised the Bavarians by dismissing the takeover as dangerous and monopolistic. MBB tried to arrange the purchase of a large minority holding, but that too failed in Berlin.

Management at Krauss Maffei, buf ders of the legendary Leopard 1 and 2 main battle tanks, have never shown much enthusiasm at the prospect of being swallowed up by MBB (whose turnover of roughly DM 6bn completely dwarfs Maffel's DM 2bn) but the Flick group, which has said not a word publicly about the takeover battle since it began, seems to

Consortium

Towards the end of the year, Herr Strauss began to take a closer interest in MBB's efforts. On January 10 this year, two This expansive mood surfaced most spectacularly last summer. When MBB let it be known it was trying to buy the country's a combined 10 per cent stake in MBB, a move thought to have cost them some DM 60m each. The next day MBB said it had joined a five-part consortium to buy Maffei.

The consortium, offering, about DM 170m for the tank builder, comprised both the banks, with a combined 20.9 per cent stake. Raketen Technik, an MBB joint venture with another Bavarian arms producer, Diehl, Bavarian arms producer, Diehl, would have 24.9 per cent, the Bavarian state aid agency, which administers the state's stake in MBB itself, would take 24.45 per cent; a Bavarian industrialist. Burkhardt Grob, would take 24.95 per cent with 1.5 per cent going to a Munich lawyer.



Tornado multi-role combat aircraft armed with air-to-air missiles. The Tornado, built by MBB in collaboration with British Aerospace and Aeritalia of Italy, is tary aircraft programme

Thus, it was argued, MBB would have a direct stake of only 12.47 per cent and in no way could control Maffei.
The cartel authorities didn't believe a word of it. All lines of power led back to MBB they

said, which would still mean the creation of a huge arms con-sortium controlled by MBB and though the fear was never spoken out loud, by Hear Strauss.

itself has a 7 per cent stake in MBB and its aid agency, now part of the consortium, has 6 per cent of MB3.

Bavaria's Finance Minister is chairman of the MBB supervisory board and apparently a close friend of Herr Grob; and not only were the Dresdner Bank and the Bayerische Vereinsbank MBB's "house-banks," but Herr Strauss himself sits on the Vereinsbank

Herr Grob pulled out of the consortium, without saying why, just over a month later, leaving the other partners with a 24.95 per cent hole to fill. It is just possible this may now be offered abroad, preferably to interests unlikely to be too pushy in management but in-dependent enough to convince the cartel authorities that the consortium is for real. Vickers may be approached, and so might other companies in the

But while the Krauss Maffei battle has dragged out much months and is refusing to buy longer than MBB management Claudius's proffered stake in

The London Branch of Bayerische Landesbank,

in the U.K. and Ireland.

long-term DM fixed rate loans.

London Branch: 33 King Street, London EC2V 8EE, TeL: 726-6022, Telex: 88 6 437 baylon g

Central Office; Brienner Strasse 20, 8000 München 2, Tel.: (89) 21 71-01, Telex: 5 286 270
Cables: Bayembank Munich. Branches: New York, Tel.: 310-9800; Singapore, Tel.: 2 22 69 25
Subsidiary: Bayerische Landesbank International S.A., Luxembourg, Tel.: 47 59 11-1
Representative Offices: Toronto, Tel.: 862-8840; Vienna, Tel.: 66 31 41; Johannesburg, Tel.: 8 38 16 13

Munich, makes specialised banking facilities avail-

able to corporate and public-sector customers

as well as to subsidiaries of foreign companies

Supported by our extensive resources

leading universal banks, our service

capabilities range from export financing

packages of any complexity to medium and

Get in touch with Bayerische Landesbank in

Bayerische Landesbank

London, and put a top German bank to work for you.

and experience as one of Germany's

would have hoped, and must the company despite the fact have proved a considerable drain on management time, the that this would give him un-bridled control. Part of Dornier's current difficulty is that Claude's ageing widow died last year and there is now a major dispute about how her 28 per group looking for expansion opportunities elsewhere. It is quite possible that bids will be despatched from Munich later this year in an effort to buy either one or both of cent stake in the company is to be shared out. Canada's main aerospace groups, Canadair and De Havil-Some 20 law suits are being fought out between Dornier family members in German courts and the fear in Baden-

In Baden-Württemberg, Bavaria's neighbour and an eager competitor in almost every race Württemberg's capital, Stutt-gart, is that should Justus to secure new high technology industries, life at Dornier (1983 finally take complete control of the company he would gradually turnover DM 1.23bn) is proving move production to Bavaria, if only to break with the past, and every bit as complicated. where some of Dornier's new, non-aerospace businesses have

Law suits

The company, based Friederichshafen Bodensee (Lake Constance) has been riven with family squabbles ever since the founder. Claude Dornier, died in 1969 leaving roughly equal shares in the company to his six sons and a larger, non-voting share to his widow.

The sons (one has since died and his shares are now wielded by his widow) divided into factions and quarrelled throughout the 1970s, resulting in the sudden departure from the eldest, Claudius, in the early 1980s. Command was then assumed by Justus Dornier, leader of the younger faction. Justus has fired two manage

ing directors in the past nine

Mood brightens after worst is passed

its 100th anniversary in ment are closer to home.

January, it was an understand
The rationalisation ably measured occasion, since the days when German yards turned out 20 per cent of the world's ships are gone for ever.

The mood nevertheless was more upbeat than it might have been a year or two earlier, for the signs are that West Germany's shipbuilders have put behind them the worst of the most recent crisis to wreck the industry world wide.

In retrospect, 1983 may have marked the trough. In that year the country's share of world shipbuilding, as measured by new orders, sank to 3.7 per cent. It was the year of considerable social unrest, as some of the largest yards in the northern coastal ports pushed through harsh rationalisation measures to adjust to unpleasant realities.

Bremen and Hamburg saw

mass demonstrations and sit-ins as the AG Weser yard in Bremen shut down, and Howaldtswerke-Deutsche Werft (HDW), the country's biggest shipping concern, halted all new construction at its Ham-burg yard, now used only for

repairs and refits.
Since 1982, total employment in the industry has fallen from 54,000 to 45,000, while in the last two years total potential work capacity at the Federa-tion's 104 affiliated shipbuilders dropped back to 20m hours from 29m. But the painful surgery seems to have worked, in the

In 1984, West German yards won orders for 686,000 dwt gross of new vessels, worth DM 3.2bn and equivalent to per cent of the total market st year. True Japan (with 51.5 per cent) and South Korea (with 10.9 per cent) dominate

matters as usual.

But Germany has improved its third place in the world league, well ahead of its EEC rivals like Denmark, Holland Stuttgart suitor seems now to have been found for Dornier. Daimler Benz (Mercedes) is known to be negotiating, with just how much success it is impossible to tell, to buy Dornier (and keep it in Baden-Württemand the UK, and European competitors outside the Community including Sweden and berg). Justus Dornier has said he would not consider selling

A smaller part of the explana-tion lies in the pick-up in world trade last year, for the first time since 1979, and the relative weakness of the D-mark in tive weakness of the D-mark in ment of a senior executive at international currency markets. HDW: "Yes, I think everyone

The rationalisation has allowed yards to show substantial increases in productivity. These in turn have helped offset West German labour costs. among the highest in the world. A lavish social security system means that shipbuilders, like other employers, have to pay DM 0.80 in welfare contributions on top of every DM 1 in

worker's pay packet. What is more, in an industry arguably more distorted than any by state subsidies to national concerns, West Ger-many's shipbuilders benefit less than most.

Shipbuilding RUPERT CORNWELL

Precise figures in so sensitive and complex an area are hard to come by. But in 1982 the EEC Commission reckoned that German yards received direct subsidies from Bonn equivalent to only 6 per cent of the completed value of a

declined further to around 4 per cent, compared with help worth up to 20 per cent in com-petitor nations like Britain and Italy. In addition, German shipowners are eligible for investment grants of up to 12.5 per cent provided they buy domestically and keep the new ship under the German flag for

at least eight years. In 1984, a total of DM 250m of such funds was available, implying incentives for new orders worth DM 2bn in a full year. But even so, West Germany is hard pressed to keep abreast of the help given elsewhere. Meanwhile, all efforts to propose a sequence of the help given elsewhere. to promote genuine agreement on international subsidy cuts with the OECD and elsewhere have come to nothing. Shipbuilding indeed offers a

perfect case study of Bonn's ambiguous attitude to subsidies in general. In principle they must go, but in practice they

do not.
The attitude is understandable and reflected in the com-

WHEN THE German Ship- But few would deny that the builders' Federation celebrated main reasons for the improveits 100th anniversary in ment are closer to home. But if subsidies will continue for the foresecable future, so also will rationalisation and a

profound change in the type of vessel being produced. Every country has to have a shipbuilding industry, and there's no doubt we'll survive," says Herr Rolf Stoffers, sales director at HDW. "But there

will be more restructuring—the process hasn't ended yet." Its shape is not clear, but one option to be ruled out is that of nationalisation in larger groupings, along British fines. One argument is that HDW itself, directly and indirectly 100 per cent state-owned, lost nearly DM 96m in 1984, despite a management springelean. Another is that, as Dr Michael

Budezies, managing director of Blohm & Voss of Hamburg, the second largest German yard, points out, competition between multitude of smaller yards flexibility in the industry.

Rather, the future lies in specialisation, in ships that will

smaller, but incorporating These already range from con-tainer ships to roll-on/roll-off cargo vessels, from gas tankers to highly sophisticated ferry and passenger ships research vessels.

In the second half of 1985, In the second hair of 198a, for example, HDW is due to deliver to Norasia Lines the first two of its Schiff der Zukunft, or "Ship of the Future," a cargo carrier format embodying ultra-modern control and communications. and communications equip-ment and designed to make substantial savings in fuel consumption.

Another area which will see rapid development, in all prob-ability, is the construction of military vessels, including submarines, both for the modernisation of the West German navy and for export.

But the production of ever more automated vessels, offering savings in both crew and fuel costs, will not be enough alone. At that dinner in Hamburg. Herr Martin Bangemann, the Bonn Economics Minister, promised that the Federal Government would continue its assistance-totalling DM 652.8m for deliveries between 1984 and 1986 alone in the form of

EEC subsidies anger producers

Steel

PETER BRUCE

SOON AFTER Herr Martin deague, Count Otto Lamosucan, as the West German Economics Minister, the country's steel-makers began to make fairly public noises about him being, finally, the right sort of man for the job—or at least for the steel industry.

Then, towards the end of March, Herr Bangemann went

cuts.

If Herr Bangemann's more recent pronouncements and actions have unsettled West German producers, it does not show, however. On the surface.

that is.

But as the Community deadline for the ending of steel subsidies nears, and as the Italians look less like meeting it, there are strong grounds for believing that the German steelmakers, despite a revival in profitability, are extremely anxious about the next two or

three years. Thyssen, the biggest of them all, is a good case in point. The group's steel business produced

Nevertheless, a DM 176m profit for Europe's biggest private sector producer in what could well turn out to have been a peak in the current steel market cycle (or at least close to one), is not much to get

Even worse for Thyssen,

Krupp's chosen resulted from the sale of semi-

already been established.

In much the same way that fears of losing Krauss Maffei resulted in a Bavarian solution

being found in Munich, so a

but the Baden-Württemberg leader, Herr Lothar Spaeth, is understood to be exercising con-siderable muscle to ensure that

Bangemann took over last year from his Free Democrat col-league, Count Otto Lambsdorff,

to Brussels and along with his British and Dutch counterparts British and Dutch counterparts agreed to a final payment of some DM9bn (\$2.85bn) to the struggling, state-owned, steel-makers in Italy, France, Belgium and Luxembourg.

The German producers, mostly privately owned, were borrished and demanded reparations from Bonn, arguing that the extension of subcidios

the extension of subsidies further damaged the free market they so devoutly wish (or claim they want) for Europe.

Herr Bangemann now says that he and the steel industry bosses had agreed that the pay-ments agreed to in March could be made only on condition that all Community subsidies to steel would end on the long-agreed deadline of December 31 this year, and that any funds awarded this year would have to be accompanied by capacity

a spectacular turnaround last year, moving from a theoretical loss (based on real second half figures and on its own estimates of the previous six months, before Thyssen Stahl was hived off as a separate entity) of DM 416m in 1983 to a profit of DM 176m last year—an improvement of DM 592m!

excited about.

The Government is, in fact. partner, Kloeckner, looks equally shaky, despite claiming to have broken even last year. thinking about helping Arbed service its crippling DM 2bn debt. finished products to U.S. producers and this market is now under severe threat by the In fact, this was achieved only by selling off group assets to
unconsolidated subsidiaries. A ducers, looks anything like a A protectionist success would

A protectionist success would affect most German producers, whose deliveries of slab and other unfinished steels to the U.S. rose from 10,000 tonnes a month in 1983 to 40,000 tonnes a month last year. Thyssen's own deliveries to the U.S. trebled in 1983-84 to 851,000 tonnes.

Krupp also made money last year after ending 1983 with a DM 344m loss, but with debts of around DM 2bn, the business must still be in a precarious

Washington,

fair estimate is that Kloeckner made an operating loss of DM 148m in steel last year.

Salzgitter, state-owned, say they had a "much better" time of it in 1984, though they still managed to lose DM 144m in steel. And there is no reason to expect that Arbed Saarstahl, phose long products (wire, rod, bars) have to compete with the fiercely efficient mini mills in northern Italy, can begin to make money, in its present form, in this decade without being rescued by Bonn.

company firmly in control of its fortunes. Hoesch has been at least modestly profitable for the past three years and claims to have traded in the black last

Given that German steel brofits in a strong year have been modest, that an end to steel subsidies may take longer than hoped and, finally, that the Germany have been unable to achieve the steel prices rises they say they want, their medium-term future seems to be as uncertain as ever.

Your reliable partner in forfaiting

Most exporters prefer cash payments to deferred payments. This is understandable, since protection against economic and political risks is becoming increasingly more difficult. Cover through government institutions in exporters' countries is often incomplete due to retention of (partial) risk by the exporter or delayed payment in case of importers' default. This unsatisfactory situation can be avoided with the aid of torfailing where the exporter receives cash upon shipment.

financing

DM fixed rate

loans

BADISCHE KOMMUNALE LANDESBANK GIRO-ZENTRALE (BAKOLA), through its London Office is one of the most active West German banks in forfaiting and is therefore able to bid competitively in both the primary (with the exporter) and secondary

For further information contact STEPHEN HART, Senior Manager, or THOMAS ANDREAS, Manager at the London Branch.

BADISCHE KOMMUNALE LANDESBANK **GIROZENTRALE**

London Branch; Princes House, 95 Gresham Street, London EC2V 7NA, Telephone; (01) 606-0391, Telex: 888 423 Head Office: Augustaanlage 33, D-6800 Mannheim 1, West Germany, Telephone: (621) 458-01, Telex: 463242



Companies on the move know from experience that the chances of doing business profitably are greatly improved if they operate from a base that is also on the move - where decision making comes naturally. That's why so many domestic and international companies have

selected Frankfurt. West Germany's financial and commercial capital.

Where prominence in banking and business enables enterprising, bottom line oriented companies to get things done. Where innovation flourishes and resourcefulness is rewarded. And where Europe's biggest freight airport provides ready access to the international marketplace.

If your company is on the move, you'll feel at home in Frankfurt, Make the first move by writing today for a complimentary copy of our information brochure 'Frankfurt. Preferred by decision makers.'

> Office of Economic Development City of Frankfurt am Main · Gutleutstrasse 7-9 6000 Frankfurt am Main 1 - West Germany

Frankfurt. Preferred by decision-makers.